TRADE AND INDUSTRY

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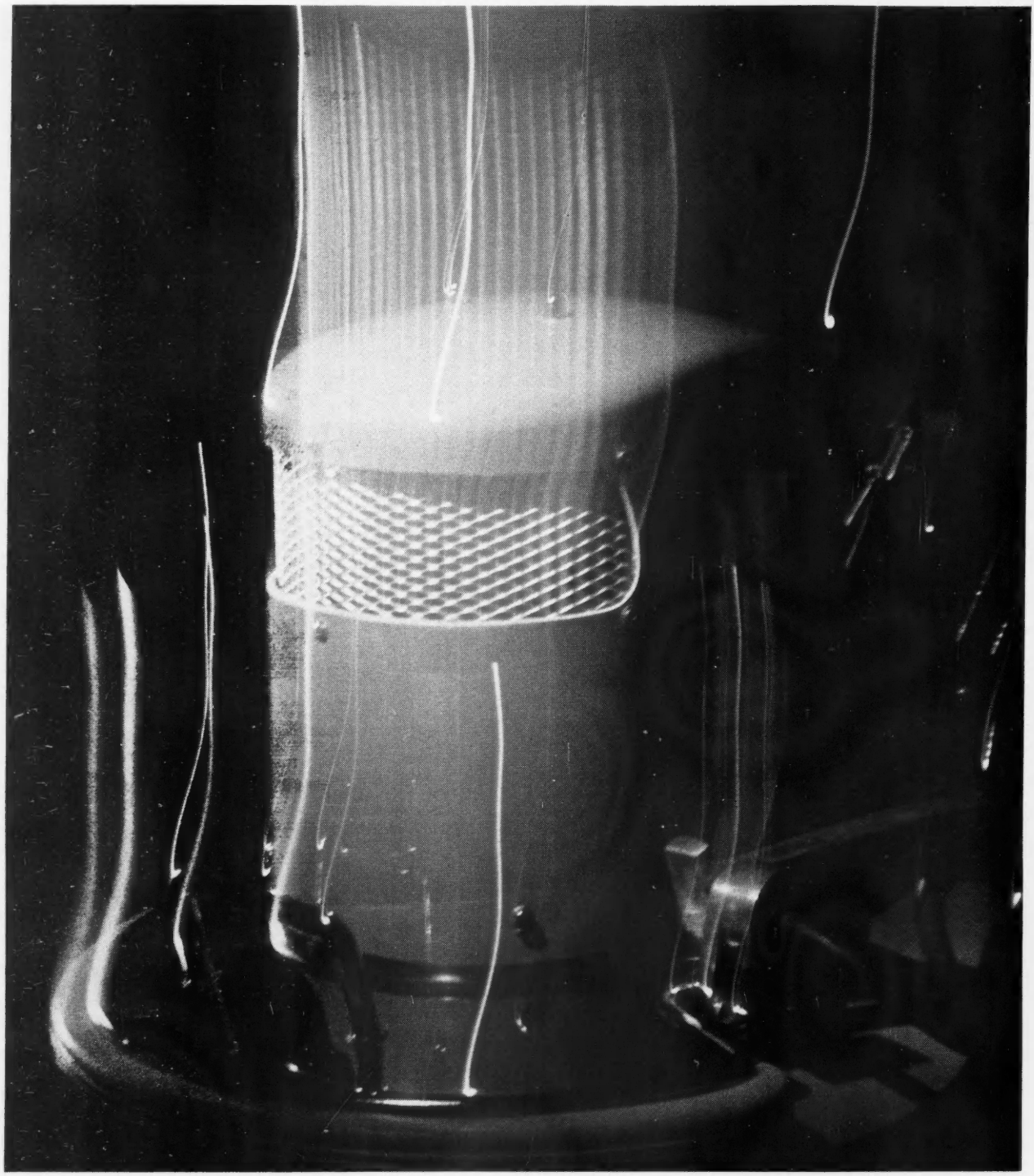
Spain's Canary Islands

Preparing for Europe: overcoming the technical and psychological barriers

Campbell Adamson on metrication

Statistics on textiles, footwear, vehicles and the engineering industries

Supplement: The London Air Traffic Control Centre



Actual photograph of Cimex on search and destroy mission.

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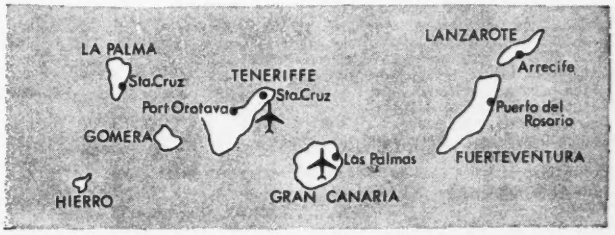
Spain's Canary Islands

by John Kane, Senior Commercial Officer, British Consulate, Las Palmas

'CANARY Islands? Quite frankly, I'm not too sure where they are. Couldn't tell you which country they belong to either. All I know is that one of our directors once had a holiday there in January, and got third degree sunburn.'

You won't catch all our businessmen saying that, and you'd be more likely to hear it in German or even Japanese than in English, because the UK is the top exporter to the Canaries. But still, many of our exporters don't know much about the useful market which the Islands represent. They should, because the ones who do sold nearly £22.5 million worth of British goods here in 1971.

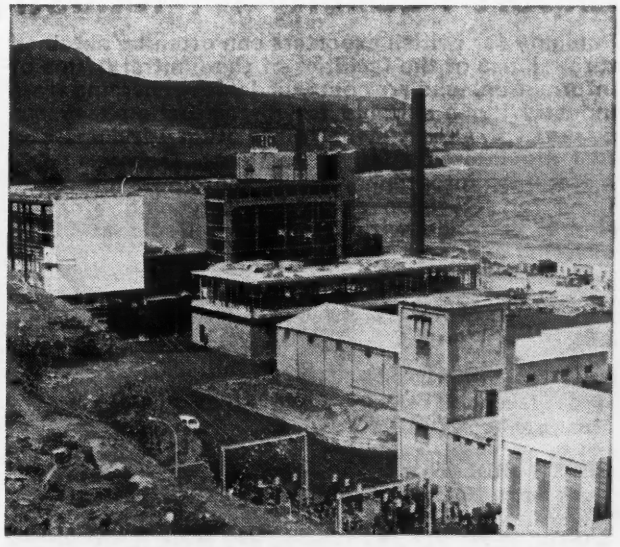
Exporters reading this article will, if they are serious, be interested in the answers to just two questions: what can I sell in the Canaries, and under what conditions? Before trying to give the answers, let me just put straight the imaginary character quoted in the opening paragraph. The seven Canary Islands, off the north-west African coast, are provinces of Spain and are culturally entirely European. They have a Spanish speaking permanent population of about one million, and an annual tourist population (1971) of over half a million. The tourists tend to be older than the average at resorts nearer to Western Europe, and they spend more per capita while on holiday. Most of them come from Scandinavia and Germany, but there are increasing numbers of American and British. Apart from sun-worship, what attracts them is the fact that the entire Islands are a customs free area. Spanish tariffs do not apply, although small luxury taxes are levied on a variety of goods including passenger cars, electrodomestic items, cameras, jewellery and spirits.



The economy of the Islands

A word about the Canaries economy. Customs free status has given the Islands an enormous 'unnatural' advantage. This is just as well, because their natural advantages are not many. Bananas and tomatoes grow well, but both are under pressure in world markets from growers elsewhere. Early potatoes, winter cucumbers, green peppers and crysanthemum cuttings by the million (pioneered by an English firm of nurserymen) have been the most successful diversifications into other winter crops. Otherwise, the Islands are directly on the shipping routes from Europe to South America and to West and South Africa, and to the Far East, too, while the Suez Canal remains closed. One hundred thousand tons of shipping called at the two major bunkering ports of Las Palmas and Santa Cruz, Tenerife in 1971. Major port extensions are in progress in both places, despite doubts about the viability of such huge investments in view of the current shipping recession and the fact that giant tankers, mammoth bulk carriers and container ships have no need to call anywhere between Western Europe and their ports of loading or destination. On the air routes, too, the Canaries are useful fuelling points for services connecting Europe with South America and West Africa. Both Las Palmas and Tenerife have first class international airports, the former being the first in Spain specially designed to handle Jumbo Jets.

(continued on next page)



Industrial development in Las Palmas. Left: new six-lane highway built on reclaimed land. Right: 36 MW steam-generator power station being installed by AEI.

Imports

What then can we sell in the Canaries? The following are the main headings of British exports to the Islands in 1971:

	(£000)
Food and Live Animals	2,434
Beverages	1,741
Tobacco and Tobacco Manufactures	934
Petroleum and Petroleum Products	2,836
Essential Oils—Perfume Materials: Toilet, Polishing, Cleaning Materials	544
Plastic Materials, Regenerated Cellulose and Artificial resins	661
Textile Yarns, Fabrics, Made-up Articles	652
Non-metallic Mineral Manufactures	690
Manufactures of Metals	612
Machinery, other than Electric	3,424
Electrical Machinery, Apparatus and Appliances	1,520
Transport Equipment	3,225
Professional, Scientific and Controlling Instruments; Photographic and Optical Goods	559
Others	2,601
Grand Total:	£22,433

I do not believe that there are major opportunities outside these general fields. This is not another way of saying that we cannot do better, because we could undoubtedly sell more of what we already sell in this market, given even more effort and cultivation of the opportunities. While the UK is traditionally the largest overseas supplier, business has been built up painstakingly over many years. One cannot expect to come to the Canary Islands and write big orders straight away; nowadays competition from all quarters is extremely keen. Spanish manufacturers, for instance, who enjoy the same export tax incentives for shipments to the Canaries as to genuine foreign markets, are being more successful all the time. Whereas, for instance, only 243 SEAT cars were sold throughout the Canaries in 1968, sales totalled 2,808 in 1970, in which year new vehicle registrations reached 15,133, of which 4,384 were of UK manufacture. A similar steady penetration of the Canary Islands by other Spanish manufacturers is going on.

This is the final article in a series dealing with aspects of overseas markets which are of continuing importance to the United Kingdom. The countries covered in this series were described in the following issues of *Trade and Industry:*

	1971
Australia	**(September 16 and 23)**
France	**(September 30 and October 7)**
Holland	**(October 14 and 21)**
Italy	**(October 28 and November 4)**
Germany	**(November 11 and 18)**
United States	**(November 25, December 2 and 16)**
Denmark	**(December 23 and 30)**
	1972
Finland	**(January 6)**
Norway	**(January 13 and 20)**
Sweden	**(January 27 and February 3)**
Nigeria	**(February 10)**
Belgium	**(February 17 and 24)**
Japan	**(March 2 and 9)**
South Africa	**(March 16 and 23 and April 6)**
Switzerland	**(April 13 and 20)**
Spain	**(April 27)**

Lines of particular interest

Despite large imports of vehicles and machinery, this range is well covered by long established importers and there is little room for manoeuvre unless you can offer something particularly novel or with a special application. It is in consumer goods that the best opportunities exist. Amongst consumer durables the keenest competition comes from the same foreign manufacturers who are making the going tough in the UK. Spain herself is a major supplier of ladies' fashions but openings exist for well organised British manufacturers. In men's wear

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (0632 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (0223 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol BS1 2NF (0272 21071—Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021 643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066—Telex 49327).

Blandy Bros y Cia SA are the British Leyland distributors in Las Palmas. The picture shows their 124,000 sq. ft. covered service area.

the going is far harder. Various lines in manufactured foods, biscuits, jams, sweets and chocolates and also frozen foods offer interesting opportunities provided the manufacturer is prepared to comply with the Spanish food labelling regulations (see box). Imports of manufactured foods, particularly from the UK, were soaring until the introduction of the labelling regulations in 1969. This brought them to an abrupt and almost complete halt, but since then more and more firms are finding it worthwhile to print the necessary labels and imports are once again increasing steadily.

The current building boom should offer an interesting market for materials and fittings, but the competition is fierce and price rather than quality is more often than not the ruling factor.

There are local cement factories of considerable capacity in Las Palmas and Tenerife but they cannot nearly meet the boom demands. However, breeze blocks, concrete beams, cement pipes, floor tiles and pantiles are all made locally in sufficient quantity to meet requirements.

Imports directed at the tourist himself are probably not for serious consideration, apart from the usual electro-radio and photographic gear which comes almost exclusively from Far Eastern countries. The main customer to be wooed is the newly-moneyed Canary Islander.

Conditions of business

All imports into the Canary Islands have to be licensed in accordance with Spanish regulations. But for almost all goods supplied by the UK, licences are available locally within three days of application. CIF values and Certificates of Origin are mandatory for licences and port clearance.

Of the one million inhabitants, 90 per cent live in the two islands of Grand Canary and Tenerife between which they are just about equally divided. If you are selling in these two, the lesser islands can be said to look after themselves for they are almost entirely supplied through the two principal capitals of Las Palmas (Grand Canary) and Santa Cruz (Tenerife). But Grand Canary and Tenerife are separated by 90 miles of the Atlantic ocean. Although they are connected by good and frequent air and sea services, handling expenses involved in the transfer of goods between the two places are unavoidable. The separation by sea also imposes a psychological barrier which means that a different sales force is required in each province. So it is usually desirable to appoint separate agents, and the necessary shipments have to be divided between Las Palmas and Santa Cruz, Tenerife, because it is uneconomic to warehouse goods in one and to tranship to the other. Transshipment to the smaller islands is a locally recognised fact of life and direct shipment to them is only worthwhile for special large orders. For these reasons it takes longer than might be expected to cover the Canary Islands adequately on a business visit: a full working week is usually necessary. Prospective agents who claim to be able to cover both provinces should not be taken at their word without prior investigation on the ground. For the same reasons Spanish mainland firms can rarely cover the Canary Islands properly. This does not mean that there are not exceptions to both rules, but when you draw up an agency agreement covering Spain, the Canary Islands should be excepted, at least until you have been able to inspect the mainland firm's organisation there.

The best advice that can be offered is to come and see for yourself. But first approach the Export Services Department of the Department of Trade and Industry or one of the regional offices. They will be able to give you more details about the opportunities here as well as information about the assistance which is available from the British Consulates at Las Palmas and Santa Cruz, Tenerife.

We are here to help you sell. So come and have a go but please let us know beforehand when you are coming and what you've got to offer. If you don't, you won't be giving us a chance to do our job.

Spanish Regulations
(*also applicable to the Canary Islands*) for the labelling of all imported foodstuffs, including pet foods

Labels or lithography must give at least the following information in Spanish:

1. Country of origin
2. Description of contents, eg orange marmalade, herrings in brine, pilchards in tomato sauce, peaches in syrup, etc.
3. Principal ingredients, eg oranges, sugar and water; pilchards, tomatoes and salt, etc.
4. Net weight in the metric system.
5. Instructions for preparation where applicable, eg for dried and frozen foods, cake mixes, etc.
6. Any special storage instructions, eg 'Keep in deep freeze/refrigerator/dry place/etc.'
7. Date of preparation (month and year) in the factory of origin. This last may be in a code, which code must be available to the Spanish authorities through the importer on demand.

The labelling or lithography in Spanish must be clearly readable, of a good standard and appropriate to the container. Labels in Spanish stuck over existing English or other markings ARE NOT ACCEPTABLE.

Multilingual labelling is acceptable provided the necessary details already referred to are shown in Spanish, and that the Spanish is in no way inferior either in positioning on the package or in size of print, or in colour of printing, to the English or any other language. The smallest lettering allowable is 2 mm in height.

(Neither alcoholic liquors nor tea are included under the above order).

EXPORTERS SHOULD IN EVERY CASE SEND SPECIMEN LABELS TO THE CONSIGNEES FOR THEM TO OBTAIN APPROVAL OF THE LOCAL SPANISH AUTHORITY.

Overcoming the technical and psychological barriers

This article is one in a series showing how firms are gearing themselves for the enlarged European Community. The series describes preparations being made by managements throughout Britain, in different industries and with labour forces ranging from tens to thousands. Each article will deal with one or more aspects of 'Preparing for Europe'. The complete series will cover sales and marketing, design and production, purchasing, distribution, and implications for trade in the home as well as export markets.

Company:	Showerings, Vine Products and Whiteways Ltd. (Companies in the group include Showerings, Harveys, Britvic, Coates, Gaymers and Whiteways, Vine Products.)
Address:	Shepton Mallet, Somerset
Products:	Wines, spirits, perry, ciders and soft drinks
Labour force:	9,500
Turnover (1971):	£88.98 million
Export sales:	£5.85 million
Chief export markets:	North America, Republic of Ireland, Belgium, Holland, Austria, Germany, Scandinavia, West Africa, Caribbean, Far East—to 50 overseas countries

DRINKING habits are closely bound up with a nation's way of life. One expects it would take far more than the removal of import duties and harmonisation of regulations and taxes to induce peoples with different customs and temperaments to modify these habits.

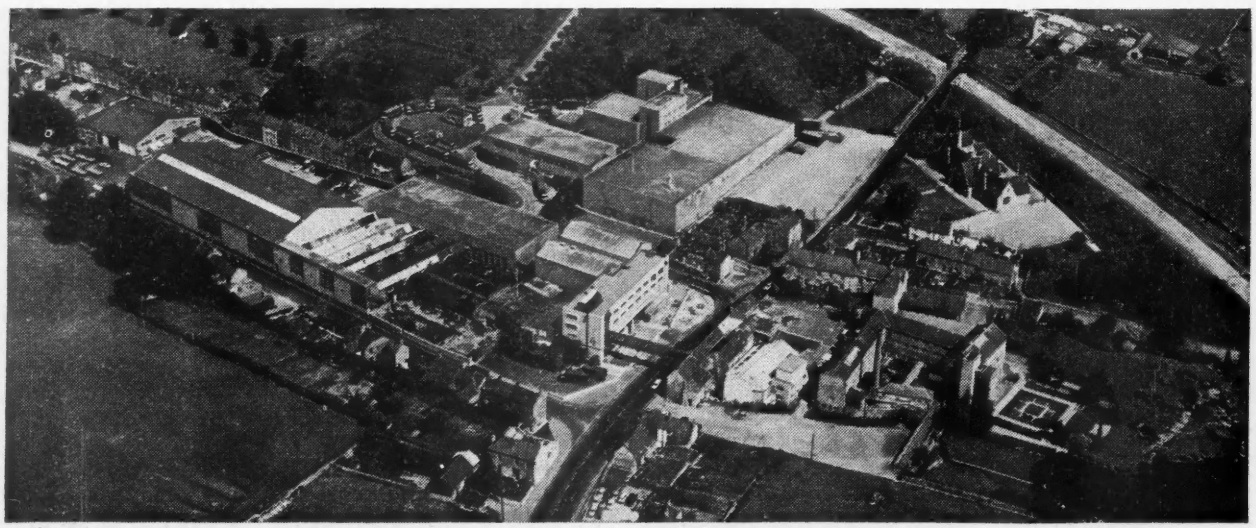
Peter Edwards, marketing director of Showerings, Vine Products and Whiteways does not dispute this. 'But,' he adds, 'we work on the principle that if a drink sells well in Britain, then it can, with the right marketing techniques, be made to sell in other countries. In the past, physical barriers—duties and technical regulations—have been our biggest problem in the EEC. Psychological barriers can be overcome, and besides we consider our drinks to be international.'

When Britain joins the Community, Mr. Edwards says he will consider Europe an enlargement of the home market. He realises that many technical non-tariff barriers still exist in the Six after 13 Community years. 'The Six have devoted much of their energy to laying foundations. But the climate is now right for getting on with removing remaining barriers, and I believe UK entry will stimulate faster movement in this direction.'

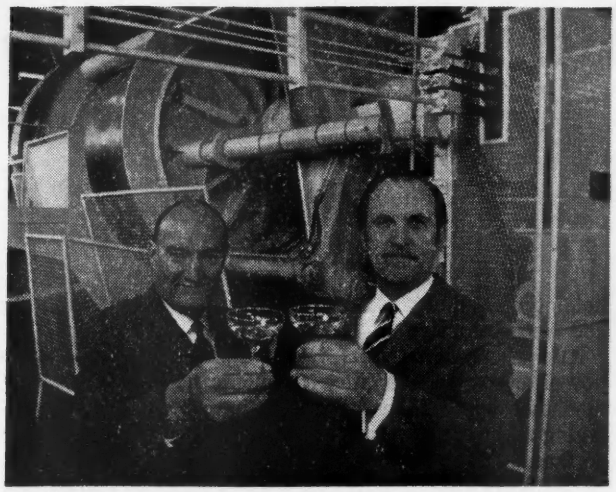
Mr. Europe appointed

In the meantime, SVPW are studying just what barriers they face in Europe and a few months ago, Kenneth Cleary was appointed as SVPW's 'Mr. Europe'. He has no illusions about the size of his task. At present he is quantifying likely or possible opportunities in the EEC, identifying problems and possible solutions and using the company's considerable marketing resources to intensify efforts more in Europe.

At Shepton Mallet, Kenneth Cleary is studying papers and publications covering numerous subjects—import duties and regulations, internal taxes, bottling and labelling requirements, trade descriptions, trade marks, health regulations, etc. The literature includes French and German language publications, EEC regulations and directives, and documents from sources such as the Ministry of Agriculture, Fisheries and Food, Tariff and Commercial Relations Divisions of the Department of Trade and Industry, trade associations such as the Wines and Spirits Trade Association, British Wine Association, Scotch Whisky Association, and National Association of Cider and Perry Makers.



Aerial view of the Shepton Mallet headquarters of Showerings, Vine Products and Whiteways.



SVPW marketing director Peter Edwards (left) and Kenneth Cleary toasting success in Europe. In the background is one of Showerings' automatic presses.

Problems to be overcome

'In the EEC context we must assume that there are solutions to certain problems which I have come across so far,' says Mr. Cleary. 'For example, Babycham already sells in Belgium, Holland and Austria, but in these and other markets there are labelling difficulties. In Germany we may have some wine law problems but these can be overcome.

'Another thing, there may be translation problems with terms such as "perry" and "fruit wine", both in the EEC common external tariff and related national food code laws. The position of British wines in the enlarged market is currently the subject of intense negotiations with the Government and the EEC and the question of VAT has for some time been studied by a top-level SVPW committee. There may also be problems over sherry.

'Some of these have to be worked out at Government level. The wide spectrum of the Group's products involves many trade associations through which our difficulties and those in the industry as a whole are made known. Moreover the company is making available to Government the benefit of its considerable experience in technical areas. The company is monitoring information concerning the Community and after evaluation feeding it to each operating company which could be affected, and the company's Trade Marks and Legal Department at Kingston-upon-Thames has considerable expertise in this field already.'

Concerted effort

Each of SVPW's European marketing offices currently deals with one or two product groups only. EEC entry will mean a more concerted effort in Europe and greater flexibility in deploying resources. Initially the expertise of overseas offices might be used to feel the way for other drinks. The next stage would be to consider setting up new distribution and marketing facilities in readiness for a launch.

In some markets new habits may have to be encouraged and this must necessarily be a long-term operation. Take the case of Harveys sherries. The company has traditionally exported mainly to North America, the Commonwealth and other countries influenced at some stage in their history by the British. Europe is not noted for its sherry drinking with the notable exception of Holland where consumption per head is higher than the UK. In most EEC countries, continental aperitifs would, at present, win hands down in a straight pre-dinner contest. Five years is therefore not considered an unreasonable time for establishing a new drink in a new market.

Great potential

Harveys believe there is great potential for sherry in Europe and considerable market evaluation is being done there. Headed by Bristol Cream, a major campaign is being carried out in Europe, with Holland, Belgium and West Germany chosen as pacesetters. At the end of last year promotions were also held in Italy. Developments in France have been restricted by national tastes.

Michael Jackaman, Harveys' marketing director, heads a special overseas team which devotes much time and effort examining new markets first hand. Top executives are responsible for a European sales areas which they visit frequently throughout the year. One of the first actions is to increase distribution points.

Over the years, the company's network of sales specialists, agents, distributors, and stockists, as well as its own overseas organisation, has grown to a size that warrants production of Harveys export journal in six European languages—English, French, German, Dutch, Italian and Danish.

European launch

Harveys' German launch offers a striking European illustration. A major effort to launch Bristol Cream in West Germany started with a test market operation in the Hamburg region during the autumn of 1970. This proved so successful that promotions were held last autumn in the Bonn and Dusseldorf areas as well. These were aimed at both the trade and consumers and included advertisements in the regional press, a major national newspaper, and a series of tastings in leading stores. Sales of Bristol Cream in Germany increased by 86 per cent in 1971 over 1970.

Other drinks will follow on the European trail. Research is currently being done on whisky drinking habits in Italy. Babycham is poised to increase its foothold in Europe by spreading out from Belgium and Holland. Britvic fruit juices are contenders for expansion in Europe. Cockburns Special Reserve Port has been launched in Italy the latest European port market but one in which rapid sales expansion gives rise for optimism.

'The EEC is a market offering huge opportunities for expansion on a continental scale. British firms should be stimulated rather than frightened by its size and they should look at it as a source of great untapped potential,' says Peter Edwards. 'To stay out we would risk being becalmed in an industrial backwater.'

SVPW have set themselves the target of doubling sales in the next five years. 'A large proportion of this increase must come from overseas—and we expect much from Europe.'

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Metrication—no more time to lose

by W. O. Campbell Adamson, Director-General, Confederation of British Industry

THE appearance of the Government White Paper on Metrication has at last given industry the long-awaited apportunity to press on towards metrication with something approaching confidence that the rest of the country will not lag behind. The time for discussing pros and cons of metrication is past. Already, well over 80 per cent of our trade is with countries which are either metric or are committed to the change and, if the USA is excluded, the figure would be nearer 98 per cent. Even the USA now recognises that she will have to change to the use of metric units sooner rather than later. We must surely accept the inevitable and lose no further time in aligning ourselves with the mainstream of international preference for the metric system.

When in 1965, the Federation of British Industry, forerunner of the present Confederation of British Industry, took the lead in urging a change to the metric system, it thought, as indeed the CBI still does, that metrication would provide big advantages, not only to industry but to the economy as a whole. Besides being simple to teach and to use, it would offer considerable scope for rationalisation and variety reduction in the factory, the warehouse and the shop. It would offer greater export opportunities in an increasingly metric world and would greatly ease the harmonisation of international standards, increasingly important as potential barriers to trade. The sooner these advantages could be realised to offset the inevitable costs of conversion the better; and to tolerate any further delay would be to get the worst of both worlds.

Industries on the way to conversion

At that time, much of industry was already accustomed to working in metric units for a great deal of its international trading. A number of industries were already well on the way towards total conversion (eg pharmaceuticals, photography, instruments, cables) and several others were beginning to consider it (eg mechanical and electrical engineering, shipbuilding, construction and building materials, metals, chemicals and plastics). It was therefore for sound economic reasons that the FBI took the initiative after consultations with its member firms and trade associations and after studying the results of similar inquiries by other representative bodies such as the BSI. In fact, the Government was then told that a majority of British industry both in numbers and total size favoured the adoption of the metric system of measurement as soon as it could be brought about by general agreement. At the same time, it was appreciated that some parts of industry anticipated difficulty in conversion and would only be able to change slowly, whilst a number of firms would even seek to remain outside the change altogether. For the major part of industry, however, the alternative would have been to continue indefinitely to work in both Imperial and metric units, with the costs of duplication of standards and units of measurement—right through design, production, stockholding, etc.—falling as a continuing burden on both exporters and their customers.

After nearly seven years' intensive preparation, industry is now irrevocably committed to metrication. Thousands of manhours and millions of pounds have been spent on preparing and implementing the various conversion programmes so that, at this stage, there can be no turning back. Indeed, as the White Paper points out, the CBI had made these very points in a letter to the Secretary of State for Trade and Industry towards the end of 1970.

The logic of going metric

Although the logic of going metric became even clearer with the signing of the Treaty of Accession to the European Communities, there is no doubt that the metrication programme as a whole has lost a good deal of momentum over the past year or so, partly because of the state of the economy and partly because of doubts over Government support. In spite of these difficulties, some sectors of industry managed to make considerable progress. For example, the construction industry, long the front runner, is confident of completing the change by the end of 1973 though, to some extent, the remainder of their programme depends on the preparation of further metric standards and certain amending legislation. On the other hand, some companies are known to have brought their metrication plans to a halt, or even reversed them, for good commercial reasons, until such time as the situation no longer remains in doubt. This is particularly so in industries servicing the retail trade such as food manufacture, textiles and clothing or those which provide a service of some kind to the general public.

Progress has therefore been uneven, but the CBI sees no fundamental reason why the main programme of change should not be completed by the end of 1975. To achieve this will require renewed effort on several fronts. For example, more attention needs to be directed towards the distribution and retail areas. To a large extent this will involve a conscious attempt to synchronise public demand for metric goods with planned production. Here it would not only be wrong but foolish to ignore the very real worries of the private consumer. Without his support it would be quite impossible to bring the programme to a successful conclusion. So far, the man in the street has merely been confronted with the more emotive aspects of metrication, represented by such topics as the sale of beer and milk in metric quantities and the use of kilometres for road signs. Predictably, this has had a somewhat adverse effect on his attitude to metrication in that it has led him to react more defensively than he would otherwise have done. Yet issues of this kind are of minimal importance to the main metrication programme, and will no doubt resolve themselves in the natural course of events when the public has become more used to metric units in its everyday life.

Resistance to such a fundamental change is understandable but the advantages it will bring make the effort of finding out about it well worthwhile. The opponents of metrication have had things their own way for too long, and the time has come

for the Government and the Metrication Board to encourage wider public appreciation of the benefits of metrication.

This would do no more than parallel what the educational authorities are already doing in educating school children, and training technicians and professional people in metric practice. These programmes are well advanced and much has been done to introduce metric units into educational and training curricula. More examinations have now become fully metric and both students and trainees appear to be experiencing little difficulty in coping with the new units. Furthermore, strenuous efforts are being made to develop teaching aids of various kinds to help the transition to go smoothly. Nevertheless, if progress is to continue at the right pace, educationalists must be kept informed of current plans and of the progress being achieved in other sectors of the economy. This is clearly an important task of the Metrication Board's Steering Committee on Education and Industrial Training.

Subordinate legislation

It is also now time to press on with firm plans for the subordinate legislation required for introducing metric units into existing Acts, Orders and Regulations, in consultation with industry. Much work has already been done in this field so that, in many instances, there should be little reason for further delay.

The Government for its part should do everything it can to use public purchasing power deliberately to sustain the pace of change from Imperial to metric units. The opportunity to use a powerful influence of this kind should not be lost sight of. General oversight of the metric change and co-ordination of the programmes of individual industries and sectors of the economy are the responsibility of the Metrication Board. Any doubts about the Board's authority and functions must now be removed. The original terms of reference were perfectly clear: 'to guide, stimulate and co-ordinate the planning for the transition for the various sectors of the economy.' The Board must also receive from Government the funds necessary to carry through its activities effectively, particularly those aimed at explaining the metric change, and its advantages, to the general public. The Board can rely on the full support of industry in the next phase of its work, particularly since a special effort will now be required to reintegrate and reschedule programmes which have suffered from the uncertainties of the last eighteen months.

Wanted: a team effort

To conclude: the metric change calls for a team effort. All sections of the Community are involved, not just industry. There are dangers in delay, particularly to our trade, and the longer the change takes to complete the more costly it will become, and the more difficult it will be to reap the benefits. Let us therefore tackle the rest of the task in this spirit, meet the original deadline and thus ensure that the advantages begin to accrue to all sections of the community from the earliest possible date.

The metric change

Going Metric is the quarterly bulletin of the Metrication Board As the metric change is taking place around us *Going Metric* provides information of what is happening in Government, in industry, in education. *Going Metric* is free from the Information Officer J, Metrication Board, 22 Kingsway, London WC2B 6LE.

Small firms 'a vital part of our economic life'—Mr. Anthony Grant

A GREAT merit of the Bolton Committee of Inquiry on Small Firms was that it turned what was before a matter for belief—the vital importance of the small business sector to the UK economy—into a solid and incontrovertible fact, Mr. Anthony Grant, Parliamentary Under Secretary of State for Industrial Development, told a conference in Brighton on April 25.

Mr. Grant, who has special responsibility for small firms said, 'I bring to the job the conviction that small firms are really important, a vital part of our economic life, and a proper and essential concern of the Government,'

Addressing the Annual Conference of the National Chamber of Trade, Mr. Grant said: 'There are 1¼ million small firms in the UK; this represents over 90 per cent of all firms by number. Small firms account for over one-fifth of gross output, and one-third of employment. In the retail sector the proportions are even higher, at one-third for output and nearly 50 per cent for employment. It was this kind of evidence that led the Government, immediately on the publication of the report, and in accordance with its recommendations to designate a Minister with special responsibility for the sector as a whole and to set up a new Division within the Department of Trade and Industry, the Small Firms Division, to assist him in his work.

'My job and that of the Small Firms Division is to make sure that the interests of small firms are fully appreciated in all Departments of Government and are taken into account at an early stage in the formation of policy. We must prevent a recurrence of the position to which the Bolton Committee drew attention, where policies, although intended to be neutral in their effect as between firms of any size, have in certain cases operated to the disadvantage of the smaller firm.

'On the other hand the Bolton Committee did not recommend that our objective should be to secure exceptional terms of treatment for small firms; for example they recommended firmly against the provision of subsidies, since in their view the sector was fully capable of standing on its own feet and prospering without special favours, once the artificial disadvantages, which they listed had been removed This is a view which we would endorse and which is of course, fully consistent with the Government's philosophy.

'Our first priority has been therefore to ensure that all the Bolton recommendations directed to Government are carefully considered and implemented where possible. We have set ourselves the target of reaching major decisions and conclusions on all recommendations by this summer. As you will appreciate, this is a rigorous time-table but one which we are well on the way to achieving.'

Referring to Bolton in relation to the retail and distributive trade, Mr. Grant said: 'There is only one recommendation which was framed with the small retail firm principally in mind—that relating to a reference to the Monopolies Commission on the market power exercised by large firms through their buying policies. Let me say now that this recommendation is receiving very careful consideration. But this did not mean that the Committee did not take the retail and service industries fully into account in their examination. They commissioned, for example, two special research studies in this field. These, of course, reflected the great changes which have taken place in the retail field since the war, and showed that in the UK we now have one of the most concentrated retailing sectors in the world. The changes which have taken place have undoubedtly resulted in great pressure on the independent business.

'However the changes have not been one-sided, and one of the principal conclusions of the research study was that the decline which had occurred in the number of small retailers would not be an indefinite process and indeed might end in the near future. The study pointed to the fact that many small retailers are favoured by their geographical position. Most should benefit for example from the trend towards specialised retailing, and from new developments like "cash and carry" wholesaling.

'In this situation the Bolton recommendations which, as I said, are intended to remove the disadvantages under which small firms have had to operate are very important to small retailers and others in the service industries. When major economic changes are taking place, it is essential that the small businessman should not suffer any unnecessary handicap.'

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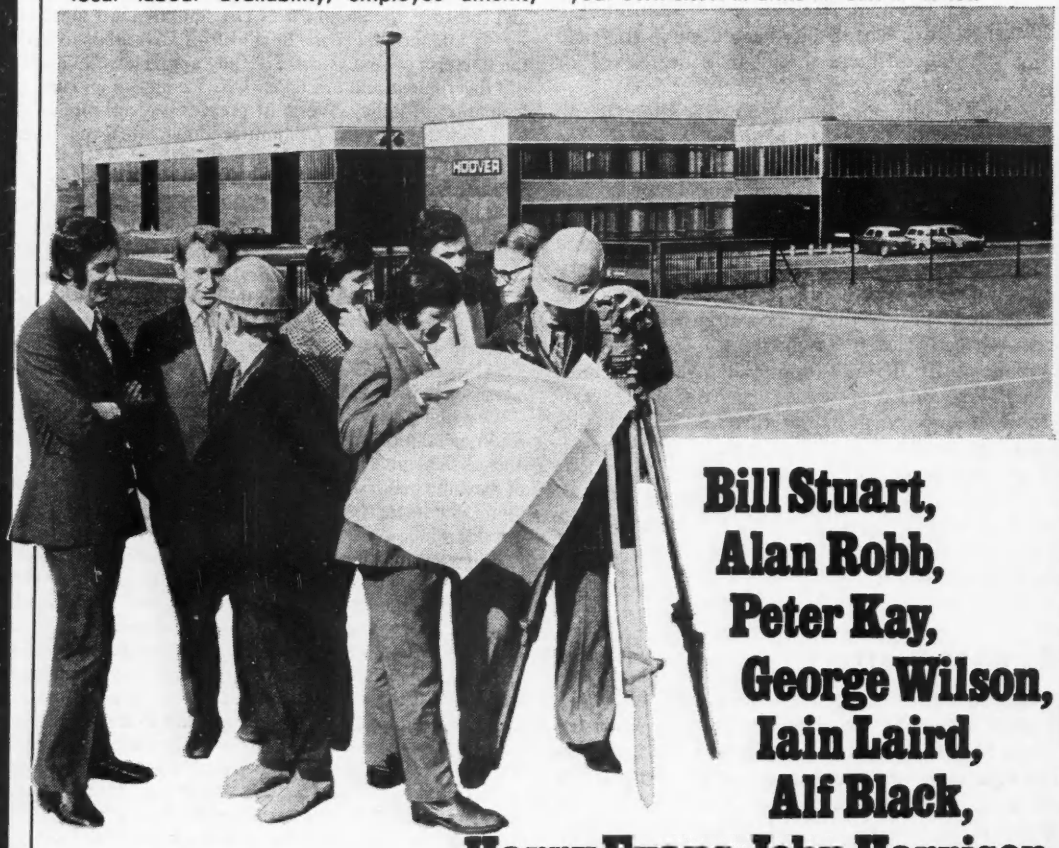

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'Massive consultation on new regional strategy'

—Mr. John Davies

THE Government undertook massive countrywide consultation with virtually all interest groups before launching its new regional strategy, the Secretary of State, Mr. John Davies said in Manchester on April 28. Mr. Davies was addressing a meeting arranged by the Lord Mayor of Manchester (Alderman D. J. Edwards) to promote commerce and industry in the Manchester area.

'Regional policy lies at the heart of the British dilemma and has done so for very many years,' said Mr. Davies. 'More than in any other country the increasing imbalance between the buoyancy and confidence of the new industrial areas contrasts with the decline and depression of the old.

'This is intolerable. I feel we cannot witness that contrast and its in-built tendency to intensify without firmly resolving to change the course of events. We must do so not only on humanitarian and compassionate grounds—obvious and compelling as they are. We must do so no less on the score of national interest. To do otherwise is to settle for something far short of the best contribution available from our land and people.

'We have worked and worked to find a solution to these intractable problems and I believe that in the new regional policies I announced last month we have come nearer to finding one than ever before. I don't claim that we have discovered a panacea for all the deeply ingrained difficulties which have accumulated over years and even generations but in our approach to the problem is, I believe, the foundation upon which can be built the restoration to prosperity and success of those parts of our country which were the very origins of our industrial pre-eminence of former years.

'Regional industrial problems can be solved only by long-term measures consistently and continuously applied. Changes of direction are the principal underminers of regional development. In formulating the new policy we have set out on a venturesome new dimension in regional regeneration attracting the enthusiastic support of all those really concerned in the problem.

'Those who administer the policies will stick to them and seek to apply their full effect on a continuing basis: and those who are affected by them will have confidence that they will endure and be constantly applied.

'No new strategy can succeed unless it embodies a real concensus. As a result, I have consulted opinion very widely throughout the country. Scarcely an organisation with a real interest can consider that it has not had a part in the final formulation.

Sustained success

'I understand that such a protracted period of consideration and consultation provokes impatience. But if a policy is to endure it must be right in its many details. And because of the massive consultation that has been undertaken, I feel justified now—as I would not otherwise have been—in calling upon all those concerned to pitch in to help bring the new policy through to sustained success.

'First, in this process of consultation, the strongest submission—and quite rightly—has been that only sustained national growth can support measures to overcome regional imbalance.

'Following the Budget and subsequent events, I think there is no doubt of the Government's commitment on this point. The economy is now set on a course of growth at the annual rate of 5 per cent. Over the coming year we can expect increases in demand to be spread widely—including at last the capital as well as consumer goods side. We have made it very clear we shall stand by a policy of sustained expansion.

'Second, it was represented to me that there should be a substantial regional investment incentive—one that should be both simple in assessment and as certain as possible in attribution.

Regional development grants

'This requirement we are meeting by the new Regional Development Grants which in the assisted areas will supplement the national incentives of free depreciation on all plant and machinery and the 40 per cent initial allowance for industrial buildings. Unlike the previous assistance under the Local Employment Acts, Regional Development Grants will not be restricted to investment creating new employment—though clearly reducing unemployment will be one of the major aims.

'In the case of a typical industrial investment project containing both new plant and machinery and industrial buildings, a profitable firm in the special development and development areas will—on a discounted basis recover well over half its expenditure through Regional Development Grants and tax allowances.

'In Manchester and the other intermediate areas recovery of expenditure will amount to about 36 per cent.

'The very substantial incentives will not be subject to protracted examination to assess their compliance with complex criteria: As far as proper public accountability allows, they will be absolutely certain in terms of entitlement and, as a consequence, their allocation can be swiftly arranged without undue formality in the justifying process.

'Third, it was represented that the new regional incentives should not discriminate between local and incoming industry, but that both should be eligible for similar treatment. I have met this requirement totally and every part of the new package is as available to those who plan to expand or otherwise plan their existing base as it is to those who bring in new industrial investment.

Local initiatives

'Fourth, it was suggested that there should be an effective means of selective support for industrial projects geared to local initiatives and identified with local expert knowledge.

'Selective assistance has, of course, been available for a considerable time under the Local Employment Act. It has played a useful part in strengthening industry in the development and special development areas. But it has been restricted very largely to projects providing additional employment.

'My proposals mean there will be a substantial widening of the scope for selective help to industry. For the first time, such help will become available throughout the assisted areas—including the greatly extended intermediate areas. Within these areas selective help will provide a flexible complement to the basic investment incentives and the requirement for schemes to provide additional employment will not be as tight as hitherto.

'Help will, of course, still be available for firms providing additional employment. But, in addition, selective assistance will become available for modernisation projects which maintain or safeguard employment. Consideration will also be given to helping modernisation projects of high economic value to the region, even though their short-term contribution to employment may not be significant.

'Another important change we are making concerns the administration of selective assistance. Hitherto, this has been dealt with centrally in London and all applications had to be processed there. The whole burden of advice I have had is that remotely administered effort, however expert, cannot begin to make the same impact as a locally-sponsored, locally-recruited, team. We are, therefore, equipping the regional machinery of the Industrial Development Executive to deal with and allocate funds in most, if not all, of such cases.

'The new Executive will not be able to deal properly with industrial problems in the regions unless it is also able to contribute towards the essential modernisation of industry or large sections of an industry. I propose to seek powers so that the Executive can help industry to adapt to changing circumstances, to expand, or even, occasionally, to contract in an orderly fashion.

Normal market resources

'In most cases I expect the normal market to provide the financial resources needed for these purposes. But it would be wrong to allow important projects to be frustrated if, exceptionally, the market is not ready to support them. The Executive will, therefore, be willing to examine such cases and, where appropriate, to help. Large-scale industrial changes are not confined to the assisted areas: the Executive should, therefore, also be able to perform this role both within and outside these areas.

'For example, if financial help were required by a large section of an industry it could well be unfair to help the undertakings

(continued on next page)

'NEW REGIONAL STRATEGY'
continued

located within the assisted areas without offering a similar amount of assistance to those in the rest of the country. We had this principle in mind when we framed the system of production grants for the shipbuilding industry that I announced on March 22.

'It was argued, fifthly, that the measures adopted to get industry to relocate in the assisted areas should not be of a kind to deter new development or modernisation in the more prosperous parts of the country. And we needed to have particular regard to the effects of IDC control on small business ventures—which are rightly regarded as the seed-corn of the industrial future.

'Bearing in mind the increased value of the new regional incentives, I decided that in the future it will be sensible to adopt a more flexible attitude to IDC applications concerned with modernisation. To cut out unnecessary work the requirement to get an IDC is being lifted altogether in the development and special development areas. Elsewhere in the country the IDC exemption limits are being raised to 10,000 square feet in the South East and to 15,000 in the other planning regions.

'The effects of these changes will be watched carefully. In this matter we need to strike a balance between regional development and the equally real need for a leap forward in modernisation throughout the country. [redacted]

Drive against obsolescence

'Here in Manchester and throughout the North West intermediate area status means the chance of a new drive against industrial obsolescence. Henceforth your firms—established as well as incoming ones—will be eligible for substantial Regional Development Grants towards the cost of new industrial buildings or adapting old ones. These grants—at 20 per cent rate in the Intermediate Areas—will be additional to the 40 per cent initial allowance on new industrial buildings which will be brought in as part of this year's tax changes.

'I very much hope this incentive will be used very extensively so that we can get rid of the out-dated buildings which militate against efficiency and good working conditions in industry. When you consider the higher benefits that will now become available for housing improvements and the 75 per cent grants for clearing dereliction, the fact is we now have an excellent chance to make considerably faster improvements in the urban environment.

'There is nothing which could do more to secure the North West's future. We need to spread awareness of this opportunity and use it to the full.'

BP may advertise North Sea pipeline proposal

MR. John Davies, Secretary of State for Trade and Industry, has agreed that BP may advertise a proposal to construct a 36 inch diameter cross-country pipeline about 130 miles long from Cruden Bay in Aberdeenshire to the Company's refinery at Grangemouth. The pipeline will convey crude oil delivered to Cruden Bay by undersea pipeline from the Forties Field in the North Sea.

Sir Patrick Reilly to be new president of London Chamber

SIR Patrick Reilly is to be the next president of the London Chamber of Commerce and Industry. Sir Patrick, who is a former British Ambassador in Paris and Moscow, will succeed Mr. Robin Brook as president at the Chamber's AGM on June 13.

Sir Patrick is currently chairman of the London Chamber's Common Market Committee and chairman of the British and French Bank.

Community enlargement: much still to be done if UK and EEC to benefit

—Mr. Christopher Chataway

THE achievement by Britain of a sustained and high rate of economic growth is as vital to the interest of the European Economic Community we shall soon be joining as it is to our own, Mr. Christopher Chataway, Minister for Industrial Development, told the Younger Politicians' Conference in London on April 28. Referring to his main ministerial responsibilities—private sector, industry, and industrial and regional development—Mr. Chataway said: 'In all these fields there is much to be done if Britain and the Community as a whole are to obtain the maximum benefit from the enlargement which will take place only some eight months from now.

'The economic performance of the United Kingdom has been falling behind that of other major industrialised countries for too long. Our rate of growth has been too low. Modernisation has lagged. Productivity has been slow to rise. We are determined to change this and to achieve a sustained and high rate of economic growth. This is vital in our own interest. But it is also, I believe, equally vital in the interest of the Community in which we will very soon now be full members.

Regional development

'We are therefore embarking on a new programme of measures which add up to a major effort to improve our industrial base and to deal effectively with the deep-seated problems of our older industrial areas, which suffer from high levels of unemployment, outward migration, slow economic growth, derelict land, old and obsolete factory buildings, and often a low level of amenity. I regard these measures as representing a significant step towards achieving one of the basic aims of the European Economic Community—to strengthen the unity of their economies and to ensure their harmonious development by reducing the differences existing between the various regions and the backwardness of the less favoured regions.

'We look forward to participating fully as members of the enlarged Community in the working out of a Community regional policy which would be applicable, not only to backward rural areas, but to regions with declining industries. The problems are great—as our own experience has shown—but I cannot believe that with a common will they cannot be solved.

Common industrial policy

Referring to the development of a common industrial policy, Mr. Chataway said 'If we are all to extract the maximum benefit from the integrated European Market, it must become much more than just a customs union. Substantial and early progress is vital if European industry is to realise its full potential. The European market must approximate more and more to the fully harmonised continental-sized market which is enjoyed by American industrialists and manufacturers.

'So we want enlargement to be the green light for further technical harmonisation, and the removal of fiscal and other impediments to European mergers and cross-frontier collaboration wherever appropriate. Equally, the development of Community transport and energy policies are of very real interest to us. But, as I have said earlier, it is of vital importance that Community affluence should not be purchased at the price of peripheral poverty.

'The Community will also have to make progress towards the goal of economic and monetary union—though, this will clearly take time to achieve. So long as the rates of growth or inflation vary in the member states, these states will need to retain in

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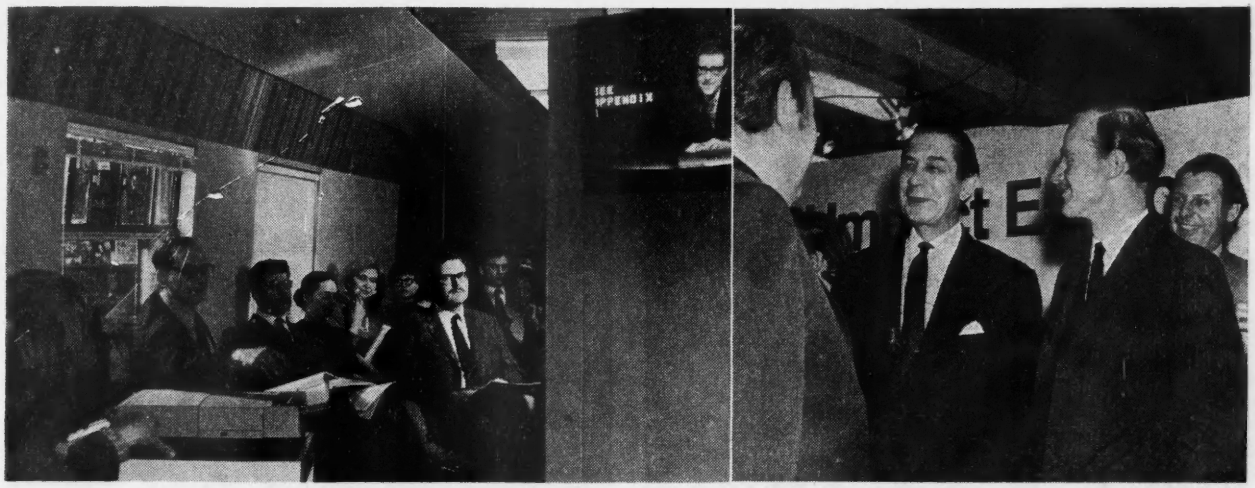


'Impact Europe', the Confederation of British Industry's seven-coach conference and exhibition train, was launched from Euston Station last week by Sir Christopher Soames, British Ambassador in Paris. In the picture on the right, Sir Christopher is seen facing (left to right) Sir John Partridge, president of CBI; Lord Limerick, Parliamentary Under-Secretary of State for Trade; and (in the background), Mr. Richard Marsh, chairman of British Rail. The picture on the left shows the use of closed-circuit television in one of the session rooms. The train is on a two-month tour of England, Scotland and Wales (see April 13 issue, page 40), and is enabling businessmen to study opportunities and problems arising from Britain's entry into the Common Market.

their own hands the necessary policy instruments and the freedom to take corrective action. Equally, they will want to be sure that they are in a position to maintain adequate levels of employment.

Stronger European Parliament

'A matter of particular interest is the future development of the European Parliament. Recommendations for an elected and stronger Parliament have recently been put forward in the Vedel report by a group of independent legal and social experts.

'The report is at present being studied in Brussels by the Commission, who will pass their recommendations to the Council of Ministers. I have not yet had time to study this report, but I am sure that it makes a valuable contribution to the future consideration which must be given to the role of the European Parliament.

'Yet, in the final analysis, the future of the Community will depend not only on its institutions and the arrangements between statesmen, but also on contacts between peoples.'

Mr. Chataway's visits to Scotland, Wales and the regions

MR. Christopher Chataway, Minister for Industrial Development, is to make a series of visits to Scotland, Wales and the regions during May.

The first of these, a two-day visit to Scotland, took place on May 1 and 2. This will be followed by a visit to Wales on May 5. Subsequent visits will be made to the North-East (on May 10); the North-West (on May 17); Yorkshire and Humberside (May 22) and to Plymouth (May 24).

The purpose of these visits to the assisted areas is to enable Mr. Chataway to meet industrialists, businessmen, trade unionist and local authority representatives and to discuss with them the problems of their areas.

Mr. Chataway was due to have meetings with the Lord Provost of Glasgow, Sir Donald Liddle, and later with members of the Scottish Trades Union Congress.

On May 2, the Minister's programme included meetings with members of the Glasgow Chamber of Commerce and lunch with the Scottish Council (Development and Industry).

In Cardiff on May 5, Mr. Chataway's first official engagement will be with the general manager and branch directors of the Welsh Industrial Estates Corporation. This will be followed by meetings with trade unionists and later with representatives of the CBI in Wales. He will be guest speaker at the annual luncheon of the Development Corporation for Wales.

Details of the Minister's other visits to the assisted areas will be announced in due course. The Minister will also be making visits to non-assisted areas.

Statement on Clydebank

THE following is the text of an agreed statement issued in London on April 28 at the conclusion of talks between Mr. Wayne Harbin and officials of the Marathon Manufacturing Company of Houston, Texas, and Mr. Christopher Chataway, Minister for Industrial Development, and officials of the Department of Trade and Industry.

'The Government and the Marathon Manufacturing Company have reached agreement about the basis on which assistance would be available to the Company for their Clydebank project. This will include assistance recommended by the Local Employment Act Financial Advisory Committee. The Company will also qualify for grants set out in the recent White Paper (Cmnd 4942). The details of the financial support available are a matter of commercial confidence. Marathon Manufacturing Company's final decision to proceed will depend upon reaching satisfactory arrangements with labour representatives.'

Statement on Cammell Laird

MR. Christopher Chataway, Minister for Industrial Development, made the following statement on Cammell Laird in the House of Commons on April 25.

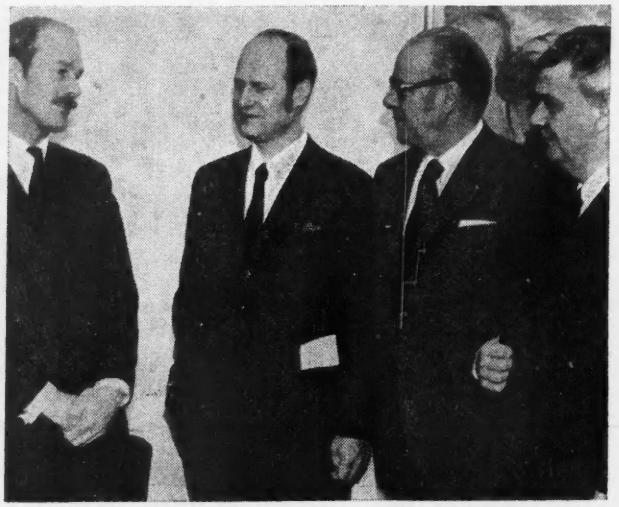
'The House will recall that on November 3, 1971 Secretary of State announced that a loan facility of up to £3 million was being made available to Cammell Laird (S. & E.) Ltd. while the new management completed its review of the company's future. This review has now been completed and has been examined by the Government and by the Laird Group, the other shareholder.

'The shareholders have concluded that there are reasonable prospects of a viable future for the firm as a merchant shipbuilder and that it should be enabled to strengthen its position and to undertake a substantial programme of modernisation. The Government is prepared in principle to provide the finance for this purpose, but considers that such a programme must be examined in the context of the general review of the shipbuilding industry which, as announced in para. 37 of Cmnd. 4942, is to be carried out by the Industrial Development Executive.

'It is however important that this examination should not lead to damaging delay. The Government therefore accept that the company should proceed immediately with the necessary initial steps. The Government will therefore ensure that the £3 million facility already announced will be made available in an appropriately accessible form and will also, subject to continuing consultation with the company, be prepared to make available further sums up to about £3 million to cover such commitments as may prove unavoidable to enable modernisation to proceed.

(continued on next page)

Mr. Michael Noble (left), Minister for Trade, seen at the Department of Trade and Industry with Dr. Manuel Ledezma (centre), Comptroller General of the Republic of Venezuela, and Dr. Genaro Verde, Deputy Comptroller and Head of Secretariat. The Venezuelans were on a ten-day visit to Britain.



Lord Limerick, Parliamentary Under-Secretary of State for Trade, with three Finnish members of the joint commission for promoting technical co-operation between the UK and Finland (see last week's issue p. 148). Left to right: Lord Limerick; Mr. Pekka Rekola, director-general of the Finnish Ministry of Commerce and Industry; Dr. Jori Larinkari, managing director of the Federation of Finnish Chemical Industry; and Mr. Aarne Castren, director of the Central Association of Finnish Woodworking Industries.

STATEMENT ON CAMMELL LAIRD

continued

'The Government will of course wish to satisfy itself that the company and the unions are vigorously tackling outstanding problems in the field of labour relations so that full benefit is obtained from the modernisation and substantial safeguards to employment thus provided.

'The general review will be pressed ahead as quickly as possible and I will make a further announcement in due course.'

The Berrow's Organisation Ltd. and the County Express Group

MR. Michael Noble, Minister for Trade, announced on April 25 that consent has been given to the transfer to the Berrow's Organisation Ltd. of the County Express Group. This Group comprises the *County Express*, the *Kidderminster Shuttle*, the *Ludlow Advertiser* and the *Tenbury Wells Advertiser*.

On January 20, 1972 application for consent under Section 8 of the Monopolies and Mergers Act 1965 was received in respect of this transfer. In pursuance of the requirements of the Act the matter was referred to the Monopolies Commission on January 25, 1972 for investigation and report.

The report by the Commission, which was published on April 25, concludes that the transfer might not be expected to operate against the public interest.

Assurances have been given to the Monopolies Commission that the editorial independence of the County Express newspapers would be unaltered and that the *Kidderminster Times* (which is already owned by the Berrow's Organisation) and the *Kidderminster Shuttle* would be continued as separate newspapers for at least 10 years.

Notes

The members of the group of the Monopolies Commission who carried out this investigation were: Sir Alexander Johnston (Chairman of the Group), Mr. B. Boxall, Mr. K. A. Noble, Mr. G. B. Richardson, Mr. S. A. Robinson, Mr. L. H. Williams, Dame Kitty Anderson, Sir William Hayter, Mr. Donald Tyerman.

The last three named were appointed from a panel maintained for taking part in investigations of newspaper mergers.

This was the fourth reference to the Monopolies Commission of a newspaper merger since the Monopolies and Mergers Act came into force in August 1965.

The Act provides that a transfer of a newspaper to a proprietor whose newspaper would then have an average daily circulation of 500,000 or more copies should be unlawful and void unless the transfer is made with the written consent of the Department of Trade and Industry. Unless there are exceptional circumstances, which did not apply in this case, the Department may give consent, only where the newspaper transferred has a circulation of 25,000 or more, after an investigation of the proposed transaction by the Monopolies Commission.

The report of the Monopolies Commission (H.C. No. 224) was published by HM Stationery Office, price 24p net.

Government factories in Wales

THE Welsh Industrial Estates Corporation has announced that construction has begun on an extension of 464 sq. metres (5,000 sq. ft.) at the Lampeter Factory of Slimma (Wales) Ltd. who also occupy another Government factory at Cardigan. The company manufactures ladies' and children's slacks and they already employ more than 250 people in the two factories.

It is anticipated that the new extension will be completed before the end of this year and that it will enable Slimma (Wales) Ltd. to increase their labour force by about another 70 people over the next few years.

Work has also started on the construction of a 2323 sq. metre (25,000 sq. ft.) advance factory at Pontllanfraith. This is the second advance factory to be erected at this site, the first having been completed and occupied two years ago. The site is well located to serve a large and well-populated surrounding area.

The factory should be ready for occupation early in 1973 and it is hoped that about 100 new jobs may eventually result. The factory site will also have land to allow for considerable expansion.

German firms invited to join Industrial Society

COMPANIES in the Federal Republic of Germany are being invited to join Britain's Industrial Society as the first stage in a campaign to secure membership throughout Western Europe. The Society is offering German companies information about employment conditions in the UK, and general help and advice on man-management. It is also developing a range of services especially tailored for German organisations. Eventually The Industrial Society hopes to extend membership throughout Europe. Some 40 European companies are already members of the Society, which has a further 300 member organisations in other parts of the world mainly in the Commonwealth.

Reconstitution of the Nuclear Safety Advisory Committee

THE Nuclear Safety Advisory Committee, which advises the Secretary of State for Trade and Industry and the Secretary of State for Scotland on matters affecting their functions in relation to safety under the Nuclear Installations Act, has been reconstituted.

An up-to-date list of members, indicating new appointments, is published below. The chairman, Professor Emeritus Sir Owen Saunders, FRS, and the terms of reference of the Committee remain unchanged.

The establishment, under the Atomic Energy Authority Act 1971 of British Nuclear Fuels Ltd. and The Radiochemical Centre Ltd. to process irradiated fuel and produce radioisotopes—work previously carried out by the Atomic Energy Authority—means that these commercial organisations now become subject to the licensing provisions of the Nuclear Installations Acts. Thus the scope of the Committee, and the already wide range of expertise needed by its members, have been increased.

The opportunity has therefore been taken both to match the expertise of the Committee to its additional tasks and to reconstitute it in a somewhat different way.

From now on, the Committee will be composed of persons whose interests are largely outside the nuclear industry; it will be their duty to offer independent advice to the Secretaries of State. They will be assisted by experts from the principal bodies with a direct interest in the industry (notably the UKAEA, the Central Electricity Generating Board, the nuclear construction consortia and the DTI's Nuclear Inspectorate) who will sit as assessors and take a full part in all discussions.

As before, questions may be referred to the Committee by Ministers, or the Committee may bring matters to the attention of Ministers on its own initiative.

The following have accepted invitations to be members of the reconstituted Committee (* denotes new appointments):

Dr. T. E. Allibone—retired Chief Scientist CEGB; Professor A. L. L. Baker—Professor of Concrete Structures and Technology, Imperial College, University of London; Professor J. Edwards—Professor of Nuclear Science and Technology, Royal Naval College, Greenwich; *Mr. E. W. Greensmith—formerly Head of Engineering Services and Engineering Advisor, ICI Limited; *Professor W. B. Hall—Professor of Nuclear Engineering, University of Manchester; *Professor C. Hanson—Professor of Chemical Engineering, University of Bradford; Dr. J. M. Kay—Director, Development and Planning, British Steel Corporation; Dr. J. F. Loutit—External Scientific Staff Radiobiology Unit, Medical Research Council; *Dr. A. S. McLean—Director, National Radiological Protection Board; *Sir Harry Melville—Principal, Queen Mary College, University of London; Mr. R. Newell—formerly managing director, Wilton Works, ICI Limited; *Mr. T. A. Parry—Head Research and Development Services, Pilkington Brothers; Dr. R. Scott Russell—Director, Radiobiological Laboratory, Agricultural Research Council.

The Chief Inspector of Nuclear Installations (Mr. E. C. Williams) and the Deputy Chief Inspector of Nuclear Installations (Mr. T. Griffiths) have been appointed assessors to the Committee.

In addition the following bodies have been asked to nominate assessors:

Department of Employment (Factory Inspectorate)
British Insurance (Atomic Energy) Committee
British Nuclear Design and Construction Limited
British Nuclear Fuels Limited
Central Electricity Generating Board
Lloyds' Register of Shipping
Scottish Trades Union Congress
South of Scotland Electricity Board
The Nuclear Power Group Limited
Trades Union Congress
United Kingdom Atomic Energy Authority.

The Joint Secretaries of the Committee will be Mr. W. J. Franklin and Mr. P. B. Woods of the Department of Trade and Industry.

Mr. Anthony Grant (right), Parliamentary Under-Secretary of State for Industrial Development, with Lord Stokes, chairman of British Leyland Motor Corporation, during a visit last week to the Spurrier engine factory of British Leyland's Bus and Truck Division at Leyland, Lancashire.

Mr. Michael Heseltine, Minister for Aerospace, flew in the British-built Concorde to Hanover on April 22 to attend the Hanover Air Show and the Hanover Fair. Mr. Heseltine (right) was accompanied by his wife; the Lord Mayor of Bristol, Ald. Mrs. Helen Bloom, and her husband (left); and Herr Georg Leber, West German Minister of Transport They are seen at RAF Fairford before departure.

Registration of traders for VAT

SUBJECT to Parliamentary approval of Value Added Tax legislation, the registration of traders for the tax would begin in October this year and be completed over the following months before it came into operation in April 1973. This was stated by Mr. R. W. Radford, Deputy Chairman of HM Customs and Excise, when addressing a two-day conference on VAT in London on April 25.

Mr. Radford told the conference, sponsored by the *Financial Times* in the Inn On The Park Hotel, Park Lane, that some million and a half traders whose taxable turnover exceeded the limit set for small traders exemption—basically £5,000 annual turnover in taxable goods and services—would be required to register.

He said the £5,000 limit was intended to exclude only those in a small way of business and in most cases it would be obvious whether a trader had to register.

Mr. Radford said his department was extremely grateful to the many trade associations—there had been nearly 800 of them—who had sent in written memoranda about the tax, or who had discussed the tax across the table with Customs and Excise staff. The department had found their detailed views and comments most valuable.

Commenting on the administrative machinery of the tax and the way his department saw it operating next April, Mr. Radford said that VAT in principle was a comprehensive tax. The difference between it and purchase tax was broadly that with the latter only specified goods were chargeable whereas with VAT every supply of goods and services was included unless specifically relieved.

He said the task of educating and informing traders about VAT before the tax came into operation would be a formidable one. His department wanted those who had to account for the tax to know what it was all about in good time.

Ideally, Customs and Excise would like to visit every trader individually before the tax came in, but this was just not possible. The numbers involved were too great.

The department hoped, as an alternative, to make contact with traders in groups through their trade and professional associations, chambers of commerce or any other group where a number were gathered together and if possible to give short talks and answer questions.

The department was already meeting requests for talks about the tax from trade associations and other bodies. The optimum time was going to be after the Finance Bill had become law and the regulations containing much of the nuts and bolts of the tax machinery had been made, up to the inception of the tax the following spring.

As soon as possible after the Finance Bill had become law, Customs and Excise would be sending to as many firms as possible explanatory booklets about the tax, including a General Guide to its procedures, a notice of the scope and coverage of the tax and the notification form with a leaflet explaining how to fill it up for those traders who would need to register.

At the same time the department would be launching a major press advertising campaign and taking other publicity steps to keep the public well informed about VAT.

Medallions have been awarded by the US National Aeronautical Space Agency to senior directors and staff of Cable and Wireless Ltd, the British organisation which provides telecommunication links for America's manned moonshots. Richard Gordon (right), pilot of the Apollo 12 command module presented the awards at a ceremony in London while the latest mission was in progress. Mr. H. G. Lillicrap, Chairman of Cable and Wireless, is seen receiving awards on behalf of staff members overseas.

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 18.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
81.02	Molybdenum alloy sheet containing not less than 98 per cent. by weight of molybdenum and not more than 1 per cent. by weight of titanium as the major alloying element, of a thickness not less than 1 millimetre nor more than 5 millimetres, and of such dimensions that the top surface area of the sheet does not exceed 185,000 square millimetres	Molybdenum alloys	December 31, 1972	11248
	Molybdenum alloy slabs containing not less than 98 per cent. by weight of molybdenum and not more than 1 per cent by weight of titanium as the major alloying element, of a thickness of not less than 12 millimetres nor more than 51 millimetres, and of such dimensions that the top surface area of the slab does not exceed 185,000 square millimetres	Molybdenum alloys	December 31, 1972	11248

British Steel Corporation appointment and re-appointments

THE Secretary of State for Trade and Industry, Mr. John Davies, has authorised the re-appointment of Dr. H. M. Finniston, FRS, as deputy chairman and Lord Layton and Mr. Ron Smith as full-time members of the British Steel Corporation for further periods of five years.

The present appointments of Dr. Finniston and Mr. Smith ended on April 26 and that of Lord Layton on May 7, 1972.

The Secretary of State has also authorised the appointment of the Hon. William K. J. Weir as a part-time member of the Corporation. His appointment is for a period of three years from April 27, 1972 and he will take a special interest in the Corporation's affairs relating to Scotland.

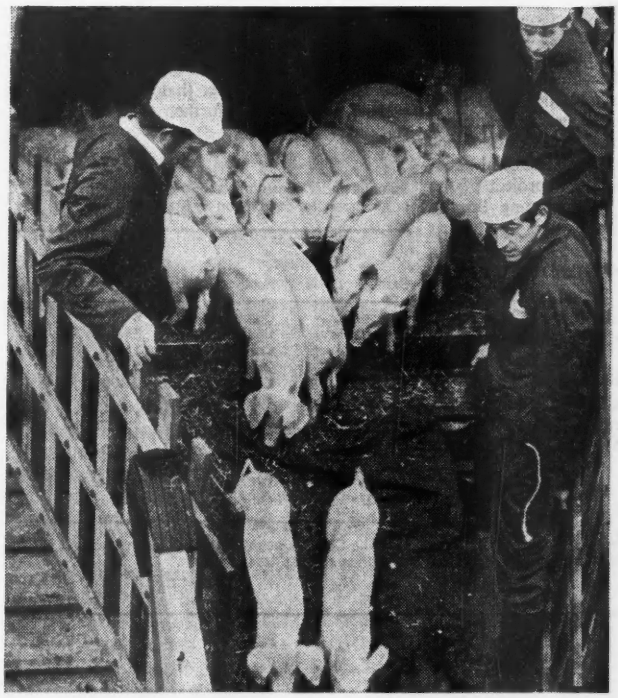
Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified

Number	Grantee	Subject matter
March 17, 1972		
1,104,042	Societe Nationale des Petroles d'Aquitaine	Bulk Polymerisation of aryl vinyl compounds
1,114,807	Societe Nationale des Petroles d'Aquitaine	Grinding apparatus
1,121,829	Societe Nationale des Petroles d'Aquitaine	Apparatus for producing and utilising electrical energy for use in drilling operations
1,149,952	Anker-Werke AG	Cash registers or calculating machines
1,185,681	Anker-Werke AG	Selective printing units
March 21, 1972		
937,227	Agfa Aktiengessellschaft	Photographic printing machine for use with light-sensitive material in roll form
1,012,124	Clevite Corporation	Semiconductor devices
1,096,371	Teintureries de la Turdine	Process for the manufacture of elastic twisted yarns
1,111,462	International Standard Electric Corporation	Semiconductor diodes
1,208,362	International Standard Electric Corporation	Method for call charge metering in central-controlled telecommunication, particularly telephone exchange systems.
1,248,886	Georges Lebocey & Cie	Needle selector for circular knitting machines.
March 29, 1972		
1,126,929	Agfa-Gevaert Aktiengesellschaft	Swell-inhibiting baths for accelerated processing of photographic materials
1,175,809	Ateliers Bouleliac et Jayer	Hollow spindles for the textile industry
1,178,292	Ina-Roulements S A	Cages for roller thrust bearings
1,247,616	Nairn-Williamson Ltd.	Coated substrates

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting Licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller



Pigs bred in Berkshire by the Pig Improvement Co. Ltd. boarding a plane for Canada for the Canadian subsidiary's breeding farms. PIC recently won a contract worth nearly £1 million for pigs and advice to the State Farming Organisation of Bulgaria, an order realised through advice relayed by the Export Intelligence Service of the DTI.

Management systems methods in the manufacturing industry

A 3-DAY summer school will be held on May 31-June 2 at the Birniehill Institute, East Kilbride.

The object of the summer school is to teach features of the management systems methods which are currently available for use in the manufacturing industry. The school is intended primarily for executive members of an organisation or those in a position to influence policy.

Basic techniques on management and control of manufacture will be taught, through finance and marketing methods to examples of specific applications in industry. This will be followed by a statement of what is currently available from the major computer manufacturers and from a consultancy organisation specialising in small and large firm applications. It is expected that the school will define the structures of the control support group or bureaux service that is needed to implement the methods described.

The programme will include:

The Overall Management System;
Group Technology and Production Flow Analysis;
Critical Path Methods;
Workshop Scheduling Programs;
Plant Utilisation and Replacement;
WASP (Workshop Analysis and Scheduling Program);
Marketing Techiques and Product Specification;
Financial Methods;
Wage Payment Schemes;
Techniques of Motivation;
Computer-Aided Workshop Rationalisation Methods;
Simulation Methods;
Management Packages for the Smaller Firm;
Production—Identification and Control;
IBM and Manufacturing Systems

Further details can be obtained from the Course Organiser, Birniehill Institute, National Engineering Laboratory, East Kilbridge, Glasgow. Telephone: East Kilbride 20222, ext. 570.

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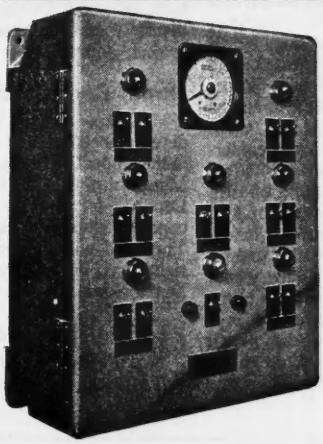

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POINTS from PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

Trade and industry

MONDAY, APRIL 24

Footwear imports

Asked to list the countries with which the United Kingdom had reciprocal trade agreements which provided for the import of footwear, Mr. Michael Noble, Minister for Trade, said the United Kingdom had no trade agreements which provided for the import of footwear. However, quotas had been established for rubber footwear imported from Bulgaria, Czechoslovakia, Hungary and Poland, and for leather, plastics and rubber footwear imported from China.

A Member requested, for the longest and most convenient stated period of monthly or annual dates, the number or cash amounts of imports of footwear from each of the countries of the Six, to what extent import duties were imposed, how entry into the European Economic Community on present terms would affect the increase of such imports, and whether it would be possible to impose import duties and quota restrictions without reference to the Communities. Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry, said figures from 1963 to 1970 were published under Division 85 in the Annual Statement of Trade and, for 1971, in the December 1971 issue of the Overseas Trade Statistics. These showed that imports from the EEC were £20 million in 1971. The current full rates of import duty ranged from 4p to 20p per pair or 5 to 10 per cent *ad valorem*. Entry into the EEC was expected to stimulate trade generally in both directions. 'After entry, we will not be able to impose duties and quota restrictions without reference to the Communities,' said Mr. Emery.

Patent Office

Asked for a further statement on how the United Kingdom Patent Office would be affected by negotiations now in progress for the establishment of a European Patent Office, Mr. Noble said: 'The negotiations now in progress for the establishment of a European Patent Office should not have any immediate effect upon the operations of the United Kingdom Patent Office. It is expected that a diplomatic conference for the conclusion of a European Patent Convention will be held in the autumn of 1973 and that after ratification of the Convention by a sufficient number of States, a European Patent Office will be set up. It is not yet possible to forecast when the European Patent Office would open; but it is expected that the operation of the European Patent Office would result in a progressive reduction in the number of patent applications filed in the United Kingdom Patent Office.'

V and G tribunal

'Would Her Majesty's Government consider publishing the Vehicle and General tribunal's findings prior to the Parliamentary debate on the subject,' asked a member. The Secretary of State, Mr. John Davies, said not. 'I hope that there will be an opportunity for a full statement of the Government's views on the Report of the Tribunal to be made in the course of the debate on the motion put down for Monday, May 1,' he said.

Brewers

Answering a question on what representations the department had made to the Brewers Society to honour their promise to relax the tie on public house tenants for the sales of beer, wines and spirits, Mr. Noble said the Society's recommendation to its members about the choice of drinks in tied houses related to non-beer products. The Department had taken up with the Society and its members concerned the few cases where it had been alleged that the recommendation was not being complied with.

Asked what steps he would take to stop the trend of mergers and take-overs involving breweries and the outlets for their products, in view of the fact that they were causing movements of false share values and increasing uncertainty in the industry, Mr. Noble announced: 'I shall continue to consider carefully whether or not to refer to the Monopolies Commission any proposed merger that falls within the scope of the Monopolies and Mergers Act 1965.'

Telecommunications

What grants had been made in the last five years for the development of telecommunications stored-programme control techniques, and what results had been so far obtained? asked a questioner, Mr. Emery said no grants had been made. 'However, the National Research Development Corporation are providing financial assistance of about £4 million for a project of the Plessey Co. Ltd. Work is proceeding on the project,' he went on.

Upper Clyde developments

Mr. Emery made a further statement on developments relating to the future of the yards in the Upper Clyde. 'Mr. Harbin of the Marathon Manufacturing Co. has agreed to come to London for further discussions about his company's possible acquisition of the Clydebank Yard and will be meeting tomorrow with my right hon. Friend the Minister for Industrial Development,' he said.

Power production

Asked about the present level of coal stocks and whether he was satisfied with the amount, Mr. Peter Emery said the Department issued a Weekly Statistical Statement containing information on coal stocks. 'Distributed stocks have recovered rapidly since the miners' strike, and I am glad to say that they are close to normal levels for the time of year,' he said.

A question was put as to what percentage of the United Kingdom's total electricity generation in the public sector was derived from coal, oil, natural gas and nuclear power, respectively, at the last available date. Mr. Emery said the available information was published in table 59 of the Central Statistical Office Monthly Digest of Statistics, a copy of which was held in the library of the House. This did not analyse electricity generation by kind of fuel but showed the quantity in terms of coal or coal equivalent of each kind of fuel used for generation. The percentage shares in 1971 for the United Kingdom were as follows—

	Percentage share of primary fuel demand by the public electricity supply system
Coal	67.5
Oil	22.6
Natural gas	1.0
Nuclear electricity	7.4
Hydro electricity	1.5
	100.0

The Minister also gave figures on energy requirements as follows:

	Percentage share of total energy consumption in the United Kingdom		
	1971	1970	1965
Coal	42.9	47.1	62.2
Petroleum	45.6	44.4	34.6
Natural gas	8.0	4.9	0.4
Nuclear electricity	3.0	2.8	2.0
Hydro electricity	0.5	0.8	0.8
	100.0	100.0	100.0

He published information on CEGB stations now under construction, including Ince B. This programme extended until 1978, and the CEGB had advised the Minister that they had no firm plans at present for further orders for major stations.

Stations under construction for the CEGB and programmed for completion by March 31, 1979

Station	Fuel	Output capacity of steam plant (MW)
Kingsnorth	Oil coal	2,000
Fiddlers Ferry	Coal	2,000
Aberthaw B	Coal	1,500
Pembroke	Oil	2,000
Didcot	Coal	2,000
Dungeness B	Nuclear (AGR)	1,320
Drax I	Coal	1,980
Hinkley Point B	Nuclear (AGR)	1,320
Hartlepool	Nuclear (AGR)	1,320
Heysham	Nuclear (AGR)	1,320
Grain	Oil	3,300
Ince B*	Oil	1,000

* The CEGB is negotiating to place main orders for this station as soon as possible.

Catalogues of Government Publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

Analysis of CEGB capacity under construction, by fuel

Coal-fired	7,480 (36%)	(4 stations)
Coal oil-fired	2,000 (9%)	(1 station)
Oil-fired	6,300 (30%)	(3 stations)
Nuclear	5,280 (25%)	(4 stations)
Total steam capacity	21,060	(12 stations)

In addition, the stations include 795 MW of gas-turbine generation.

Whale products

Asked what industries other than the manufacturers of pet foods imported whale products, Mr. Noble said sperm-whale products were imported into the United Kingdom for use in the manufacture and preparation of high-pressure lubricants, cutting oils, leather tanning oils, textile lubricating oils and in the making of fatty alcohols for the chemical industry. They were also extensively used in pharmaceuticals and cosmetics. The by-products of whales, other than sperm whales, were employed as human and cattle food and as fertilisers.

Small Welsh firms

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, was asked if, in order to increase industrial investment and enable Welsh small firms to seize the opportunities of economies of scale in production, marketing and other functions, he would consider, in terms of paragraph 12.68 of the Bolton Report, the provision of venture capital. He replied that he was certainly concerned that small firms in Wales should invest and grow. But the Bolton Committee considered that encouraging the flow of venture capital by subsidy would be hazardous in its effects and unjustified.

The Member asked if, in consideration of the Bolton Report, he would state in what form he would make available to small firms in Wales access to economies in large-scale marketing. Said Mr. Grant: 'Such economies are by definition not available to individual small firms, and the Committee made no recommendation on this point. Many types of arrangement are open to small firms to organise for themselves. It cannot be excluded that a particular arrangement might involve restrictions registrable under the Restrictive Trade Practices legislation, but I understand that if so the Registrar does his best to give an informal indication of the position.'

Mr. Grant was asked by his questioner when his department would begin to prepare the small-firm business community for the changes which would come on accession to the Treaty of Rome, in view of the additional strain which would be placed on the management resources of small firms, if he would make a statement as to the manner in which his department would act in Wales in relation to those matters, and on the impact of entry into the European Economic Community on small firms in Wales, bearing in mind paragraph 9.34, page 107, of the Bolton Report. He replied: 'A great deal is already being done to help all British firms, large and small, in Wales and elsewhere.' As the Secretary of State had told the House, the study of the effects on small firms was well under way. 'We expect to decide by the summer whether special steps are needed to supplement what is already being done. Our evidence supports the CBI conclusion, to which my right hon. Friend then referred, that those small firms which adjust their production and organisation appropriately should do well,' he said.

The Welsh language

Mr. Noble was asked what steps had been taken by the Companies Registry to implement the Welsh Language Act, and whether he would make a statement on the refusal of the Companies Register to accept Welsh as an official language in matters of company registration. He said the Secretary of State had not exercised his powers under Section 2 of the Welsh Language Act 1967 to prescribe Welsh versions of documents used for the purposes of the Companies Acts 1948 to 1967. However, the Registrar of Companies would accept Welsh versions of memoranda and articles of association for filing provided that they were accompanied by a certified English translation.

The same Member also asked how many companies based in Wales had been refused registration because they wished to state that their registered office was in fact based in Wales and were ordered to state that the registered office was based in England, and what steps the Minister proposed to take to enable Welsh companies to be able to state that their registered office was situated in Wales. Mr. Noble replied that the Registrar of Companies would accept for registration a memorandum which stated that the registered office of a company was to be situate in England, in England or Wales, or in Wales.

In another answer, he said no companies had been refused registration on the grounds that they wished to have the full title of their company in Welsh. 'However, the name of the company, if limited, must end in the word "limited", as required by Section 2(1)(a) of the Companies Act 1948,' he said.

TUESDAY, APRIL 25

Investment grants

Mr. Christopher Chataway, Minister for Industrial Development, was asked to estimate the differential effects of investment grants between development, special development, intermediate and non-development areas on the basis of £100 invested in plant and machinery. He answered that for investment grants, on a discounted basis the figures were nil in non-development areas and intermediate areas, and between 12.8 and 13.7 per £100 invested in both development and special development areas, assuming corporation tax at 40 per cent.

Government support for space projects

Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace, was asked what space projects, including launcher vehicles and satellites, were currently receiving Government support; and what was the total annual expenditure of his department on space organisations and technology.

He replied that Government support was currently provided for the following national space projects:

The X4 technology satellite
Development of the Skylark sounding rocket for Earth resources work
The UK5 scientific satellite
The Skynet 2 defence communications satellite
Various supporting satellite technology contracts.

Mr. Onslow continued: 'The Government is supporting the scientific research programme of the European Space Research Organisation and that Organisation's applications satellite programme which includes aeronautical, meteorological and telecommunications satellite projects. We are also supporting studies of the US post-Apollo programme by the European Space Conference (ESC). The UK is a member of the International Telecommunications Satellite Organisation (INTELSAT) and UK industry participates in INTELSAT's procurement programme.

'DTI expenditure on national projects in 1972/73 is estimated to be £3,545,000. The UK contribution to ESRO and the ESC for 1972/73 is estimated to be £8,630,000. This includes a sum of £4,150,000 paid for from a grant in aid for the Science Research Council made available by the Department of Education and Science. The remainder is DTI expenditure.'

Recovery of chemicals and solvent

In answer to questions on what study had been set up of the recovery and re-use of industrially damaged chemicals and of solvents in view of the economic advantage of such processes. Mr. Chataway said, 'The answer is none. I believe that processes for the recovery of chemicals and solvents are well enough known; that facilities already exist in industry for this recovery; and that where the economic advantages are clear, market forces will ensure that these facilities are used.'

Industrial development

Mr. Grant answered questions on industrial development in Wales in general and on Mid-Wales and Merthyr Tydfil in particular.

WEDNESDAY, APRIL 26

Production of footwear

The following information was given by Mr. Grant when asked the value of pairage of footwear produced in the United Kingdom in each of the five years to December 31, 1971 and the equivalent figure for imports over the same period.

	UK production (£ million)	Imports (£ million)
1967	*	27
1968	225 (estimated)	33
1969	*	35
1970	*	41
1971	294 (estimated)	55

* No value figures are available.

(continued on next page)

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

POINTS FROM PARLIAMENT
continued

THURSDAY. APRIL 27

Registrar of Companies

Stating that the Registrar of Companies was now taking six weeks to incorporate a limited company in comparison with the previous eight working days, a Member asked what action was being taken to remedy the situation. Mr. Noble answered: 'The number of applications dealt with at Companies House in the first quarter of 1972 was 40 per cent higher than in the same period of 1971. The number of applications received increased even more. The staff complement has been increased, and the position is being kept under review, There will not however be any improvement for some considerable time unless there is a marked fall in the growth in applications because of the time needed to recruit and train staff.'

Imports of footwear

Mr. Noble was asked to list the countries from which footwear had been imported in each of the last six years by name, volume, cost, insurance, and freight value, the United Kingdom ports of entry and the totals for the period. He gave the following figures:

United Kingdom imports of footwear*

	1966		1966 to 1971	
	Million pairs	£ million (c.i.f.)	Million pairs	£ million (c.i.f.)
Italy	4.6	5.3	38.2	49.9
Hong Kong	27.3	5.9	203.6	52.8
France	2.2	1.8	14.1	15.3
Spain	0.6	0.4	10.5	9.6
Irish Republic	1.7	2.1	10.1	14.6
Austria	0.2	0.2	6.2	8.2
Poland	1.0	0.5	9.4	6.7
Japan	4.9	1.5	19.8	8.1
Czechoslovakia	1.1	0.6	6.0	5.0
Romania	0.5	0.3	5.0	4.3
Taiwan (Formosa)	0	0	4.4	1.8
Portugal	0.2	0.2	5.7	4.2
Switzerland	0.3	0.7	1.7	5.8
West Germany	0.5	0.6	4.4	4.3
All other Countries	3.9	2.1	38.9	19.8
Total	48.9	22.3	378.1	210.4

* Footwear with outer soles of rubber, artificial plastic materials, leather or composition leather (SITC(R) 851.01, 851.02)

Mr. Noble was also asked to list the countries from which footwear had been imported in each of the last five years by name, volume, cost, insurance and freight value, the United Kingdom ports of entry and the totals for the period. He gave the following information:

For each UK port summary figures of imports of footwear, ie SITC(R) Division 85 are published in Table 1 of volume V of the Annual Statement of Trade for 1970 with further detail in Table 2; for earlier years similar detail is given in Table 2 of the appropriate Annual Statement of Trade, summary information for these years not being readily available. Port information for 1971 will be published later this year but summary figures for the principal ports of entry are:

Imports of footwear

	£ million c.i.f.
London	11.1
Liverpool	6.6
Dover	6.5
Great Yarmouth	5.4
Harwich	4.7
London Airport	3.9
Ipswich	3.2
Hull	2.5
Southampton	1.9
Land Boundary (Northern Ireland)	1.7
Felixstowe	1.5
Newhaven	1.0

Merchant seamen

Mr. Noble was asked to publish a table showing the numbers of seamen employed in the Merchant Service in each of the last 10 years, the estimated total wages bill in each year, and also this last figure adjusted to a similar value of money using a convenient base date. He gave the number of United Kingdom resident seamen employed in the Merchant Service at the end of each of the last 12 calendar years in the table below. The figures include United Kingdom resident seamen employed from time to time in foreign vessels. There was no available information from which the estimated total wages bill could be reliably estimated.

1960	145,040	1966	113,276
1961	146,769	1967	107,689
1962	134,592	1968	99,703
1963	125,454	1969	98,349
1964	123,077	1970	99,180
1965	119,553	1971	96,287

Ferranti contract with Poland

In answer to a request for a further statement on the subject of the Ferranti contract with Poland for the supply of electronic equipment, Mr. Noble said: 'Approval has been given for the export of equipment and technology for manufacturing the integrated circuits included in the proposed contract.'

Trade with Commonwealth

Mr. Noble, asked what was the percentage of the United Kingdom's imports from the Commonwealth in 1945. 1958 and 1971, said '39 per cent, 35 per cent and 22 per cent respectively for those countries members of the Commonwealth in 1971.'

FRIDAY, APRIL 28

International Trade Fair in Sweden

Stating that the City of Sheffield was the only city within the United Kingdom to participate in the forthcoming International Trade Fair in Sweden; a Member asked what assistance the Department of Trade and Industry was giving to their efforts. 'I am aware of the promotion organised by the City of Sheffield at the Swedish Trade Fair at Gothenburg' Mr. Noble replied. 'I applaud their initiative and wish the City and the firms taking part every success in this venture. There has been full consultation and close collaboration throughout between the organisers and the Yorkshire and Humberside Regional Office of the Department of Trade and Industry, together with the Commercial Department of the Consulate General in Gothenburg. The services of my Department have been made fully available to the participants.'

Reserves of oil

In answer to a question on reserves of oil in the United Kingdom Mr. Tom Boardman, Minister for industry, said: 'Substantial stocks of oil are held in the country but it would not be in the national interest to provide detailed information.'

Natural gas terminals

Mr. Emery said, in answer to a question on the number of new natural gas terminals coming into operation in 1972, 'I am informed that the Gas Council expect that the natural gas terminal being constructed at Theddlethorpe in Lincolnshire to receive gas from the Viking field, will come into operation later this year.'

Concorde

A Member who asked what was the manufacturer's estimate of the payload of Concorde in service between Paris and New York and London and New York, was told by Mr. Michael Heseltine, Minister for Aerospace, that the manufacturers were confident that the target payload on entry into service of 20,000 lbs. between Paris and New York in summer conditions, which was equivalent to about 24,000 lbs. between London and New York, would be achieved. Concorde's actual payload, would depend on the individual airline's policy towards such aspects as optional equipment, seat layout and operating procedures.

	1967		1968		1969		1970		1971		Total 1967 to 1971	
	Million pairs	£ million (c.i.f.)	Million pairs	£ million (c.i.f.)	Million pairs	£ million (c.i.f.)	Million pairs	£ million (c.i.f.)	Million pairs	£ million (c.i.f.)	Million pairs	£ million (c.i.f.)
Italy	5.9	6.6	5.5	6.8	5.5	7.4	6.7	9.5	10.0	14.4	33.6	44.6
Hong Kong	30.3	6.8	37.5	8.8	35.3	9.1	34.9	10.1	38.3	12.2	176.3	46.9
France	2.4	2.1	2.0	1.9	1.7	1.9	2.3	3.1	3.6	4.4	12.0	13.5
Spain	0.9	0.7	1.7	1.3	2.2	1.9	2.3	2.3	2.7	3.0	9.9	9.2
Irish Republic	1.8	2.3	1.9	2.5	1.7	2.7	1.4	2.4	1.5	2.7	8.4	12.6
Austria	0.4	0.5	1.1	1.4	1.5	1.7	1.4	1.9	1.5	2.4	5.9	8.0
Poland	1.3	0.8	1.4	1.0	1.3	1.0	1.9	1.5	2.5	2.0	8.4	6.2
Japan	3.5	1.3	3.7	1.5	2.7	1.2	2.3	1.1	2.7	1.5	15.0	6.6
Czechoslovakia	0.9	0.6	0.8	0.6	0.9	0.8	1.0	1.0	1.4	1.4	5.0	4.4
Romania	0.7	0.5	0.8	0.7	0.8	0.7	0.9	0.8	1.3	1.4	4.5	4.0
Taiwan (Formosa)	0	0	1.0	0.2	0.7	0.3	0.6	0.2	2.1	1.1	4.4	1.8
Portugal	0.8	0.5	0.9	0.7	1.4	0.9	1.2	0.8	1.2	1.1	5.5	4.0
Switzerland	0.3	0.9	0.3	1.1	0.3	1.1	0.3	0.9	0.2	1.0	1.4	5.0
West Germany	0.5	0.6	1.0	0.8	1.3	1.1	0.7	0.7	0.4	0.6	3.9	3.8
All other countries	4.1	2.3	5.7	2.8	8.1	3.7	7.2	3.8	9.9	5.0	35.0	17.7
Total	53.9	26.3	65.4	32.0	65.4	35.4	65.1	40.2	79.4	54.1	329.2	188.1

*Footwear with outer soles of rubber, artificial plastic materials, leather or composition leather (SITC(R) 851.01, 851.02); footwear with outer soles of other materials totalled £0.4 million in 1971.

Government surplus sales

MINISTRY OF DEFENCE

May 9/10, 1972 Miscellaneous Stores

Location: The Lido Hall, Worthy Lane, Winchester, Hants.

Auctioneers: Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel: 03292 4211)

Clothing; textiles; kitchen equipment; furniture; scrap textiles; footwear and cordage; vehicle spares; tyres; hydraulic and ratchet jacks; charging sets; fork lift trucks; electrical, electronic and wireless spares; avometers; transformers; theodolites; alternators; binoculars; prismatic compasses; cameras and photographic equipment; wrist and stop watches; clocks; machine tools; hand tools; lead acid batteries; metal safes; wooden boxes; hydraulic shovels; air conditioning units; etc.

May 17, 1972 Miscellaneous Stores

Location: The Leeds Playhouse, Calverley Street, Leeds

Auctioneers: Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH. (Tel: 053-2 20898)

Machine tools including, lathes; boring, milling and drilling machines, etc.; crack detector; air compressors; transformers; circular saws; steam cleaning machines; spraying outfits; lubricating equipment; pallet transporter; power hammer; portable crane; fire fighting equipment; cable; tyres; electrical, signal and wireless equipment; MT spares; lead acid batteries; trolley jacks; tool kits and hand tools; household and kitchen equipment; ironmongery; electric fires; watches; compasses; plastic sheets 160 ft. × 90 ft.; tape recorders; film projectors; suction hose; jerricans; TEXTILES; canvas; carpets; kit bags; camp equipment; blankets; sheets; bivouac tents, etc.; CLOTHING; greatcoats; battledress; denims; raincoats; boots and shoes, etc.; HOUSEHOLD AND OFFICE FURNITURE: chairs; tables; wardrobes; chests of drawers; desks; beds, etc.; and large quantities of miscellaneous stores.

May 24/25, 1972 Miscellaneous Stores

Location: Golden Lion Hotel, King Street, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E1. (Tel: 041-554 2447)

Industrial equipment including, Bedford 7-ton van; Neales 6-ton truck mounted crane; industrial tractors; 5-ton Thornycroft firefighting truck; 18,000 lb. freight lifter diesel truck; 2,000 lb. Work Saver electric hydraulic truck; industrial fork lift trucks; mobile stacking machine; welding plant; welding generators; air compressors; pallet transporter; salvage pumps; Bedford pantechnicon; Hillman estate car; high tensile testing machinee hydraulic trolley jacks; firefighting equipment; miscellaneous vehicl; spares; photographic equipment; aircraft components and accessories; various trolleys; electrical servicing trailers; electric motors; oscilloscopes; test sets; 100 lb. furnace pots; wooden boxes; oil lanterns copper cases; clothing including, greatcoats; foulweather and arctic clothing; BD and denim clothing; raincoats; boots, etc.; textiles; household and office furniture; machine tools; ferrous and non ferrous metals and many other items of miscellaneous stores.

May 31, 1972 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon.

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel: 08692 2073)

Surplus services clothing; textiles; Fork lift trucks; blocks and tackle; electronic and electrical equipment and spares, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sale by Tender: Machine Tools

Horizontal and jig borers; drills; universal, internal and surface grinders; capstan and centre lathes; universal and vertical millers; power presses; shapers; saws; sheetmetal and woodworking machines; miscellaneous plant items, etc. Located at Ashford, Kent, Ruislip and Hayes, Middx. and Royal Arsenal, Woolwch. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales Supply 6, First Avenue House, High Holborn, London WC1V 6HE. Tenders must be returned by 10 a.m. on the following dates:
Ashford, Ruislip and Hayes (Tender No. 3343), May 25, 1972.
Royal Arsenal Woolwich (Tender No. 3344), June 6, 1972.

Department of Trade and Industry

Offices providing services for British exporters

Headquarters

Export Services Division
Export House, 50 Ludgate Hill, London, EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Office for Scotland
314 St. Vincent Street, Glasgow, C.3
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
29a High Street, Inverness
Tel. Inverness 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL
Tel. Cardiff 62131. Telex 49267 DTI CARDIFF

North Wales District Office
Government Buildings, Dinerth Road, Colwyn Bay, Denbs.
Tel. 0491-44261

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. Newcastle upon Tyne 27575. Telex 53178 DTI N TYNE

Yorkshire and Humberside Regional Office
City House, New Station Street, Leeds, LS1 4JQ
Tel. Leeds 38232. Telex 557470 DTI LEEDS

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester, M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Five Ways House, Islington Row, Birmingham, BI5 1SJ
Tel. 021-643 8221. Telex 337021 DTI BHAM

East-Midlands Regional Office
Cranbrook House
Cranbrook Street
Nottingham NG1 1ES
Tel. 0602 46121. Telex 37143 ECONAFF NOTTM.

South-Western Regional Office
The Pithay, Bristol, BS1 2NE
Tel. Bristol 21071. Telex 44214 DTI BRISTOL

Northern Ireland Ministry of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. Belfast 34488. Telex 74578 GOVNI BELFAST

Trade Indemnity Company Limited

Record level of new business – Progress maintained in an exacting year

The 54th Annual General Meeting of Trade Indemnity Company Limited will be held on Thursday May 18th in London.

The following is an extract from the circulated statement of the Chairman, Mr. F. E. P. Sandilands, C.B.E.

Accounts. The events of 1971 in the world of commerce and industry could not fail to have their repercussions on a company whose business is primarily concerned with the consequence of losses from bankruptcies and liquidations. The failure of Rolls-Royce Limited, followed by that of Upper Clyde Shipbuilders Limited and the less-publicised but important insolvency of Lines Brothers Limited, made substantial demands on the company and its reinsurers. In these circumstances, your directors are glad now to submit accounts showing that your company has maintained its progress.

Gross premium earnings during 1971 amounted to £5,442,111 and exceeded those for 1970 by 18.9 per cent. The company's retention of premium after reinsurance and brokerage deductions was £2,082,083, an increase on the previous year of 28.1 per cent. However, gross claim payments at £3,178,413, not unexpectedly, showed a bigger increase amounting to £1,098,904 on the previous year. Our share of these payments, net of reinsurance recoveries, was £643,334 compared with £522,373 for the previous year. The inflationary trend which contributed to this more severe claims position also affected our management expenses, which rose by £269,717 to £1,095,584.

The 1969 underwriting account, to which part of the Rolls-Royce losses attached, closed at 31st December 1971 with a credit balance of £228,695, which has been transferred to the profit and loss account. The credit balance on this account is £47,191 less than that of the preceding year.

The 1970 underwriting account has had to bear the major brunt of the spectacular losses to which I have referred, as well as others of importance in the wool and building trades. I mentioned these last year but it was not then possible to quantify or even to know of all losses that would affect the 1970 underwriting account and, as a precautionary measure, £50,000 was transferred to its credit from the profit and loss account. The prospect is that in the final outcome this will prove to have been unnecessary. The present balance on the account of £492,258, which includes the £50,000 previously mentioned, is better by £53,636 than the corresponding balance on 1969 underwriting account a year ago. While there are hopes of recoveries from the realisation of Rolls-Royce Limited and other estates, no credit has been taken in the company's accounts for these recoveries.

Premium earnings on the 1971 underwriting account are running at 14.4 per cent above the 1970 level. This is partly attributable to increased premium rates, partly to new business and partly to the inflationary tendencies that continued throughout the year. The balance on the account of £175,817 compares with £170,052 (which includes the transfer of £50,000) on the 1970 underwriting account at the end of its first year. I am hopeful that we may see some abatement in the volume of claims and that this will result in a better outcome to this account than we have experienced in the recent past.

The profit and loss account, to which the underwriting profit from the 1969 underwriting account of £228,695 has been transferred (1970—£275,886), is also credited with franked investment income of £39,490 and interest and other income £84,822. The total credited to profit and loss account is thus £353,007, against which is debited corporation tax of £138,000, leaving a balance of £215,007 to be carried down. The addition of £343,219 brought forward from last year gives a disposable balance of profit of £558,226, compared with £623,219 at the end of 1970. Your directors recommend the payment of a dividend at the same rate as last year, namely 30 per cent at a gross cost of £180,000.

Australia. Conditions in Australia, following the collapse of the mining share boom, have not made our operations in that Dominion any easier. In 1971 premium income increased satisfactorily by 30 per cent to £280,000 and claims have been fairly moderate but management expenses, as in the United Kingdom, have continued to escalate.

General. In my statement a year ago I explained how the revival in consumer expenditure had produced a marked effect on our own figures in the latter half of 1970. The higher purchasing power of the public, which was further boosted by the relaxations announced in the March Budget and in the Chancellor's 'July package', continued to exercise a major influence on our business in 1971. Despite this, there was little evidence at the year-end, either in national figures or in our own experience, that the effects of higher consumption had worked their way back beyond the consumer-orientated industries into the investment goods sector. Indeed, even today, industries such as machine tools, steel and heavy engineering still find themselves in a generally depressed condition.

As in the previous year, these developments were reflected mainly in our claims and collection experience. In brief, 1971 was a year of fewer, but substantially larger, failures. I have already referred in my comments on the accounts to the sharp increase in the value of claims paid in 1971. However, this rise in value concealed a fall of almost 26 per cent in the number of failures notified to the company. On our collection side, the trade pattern was very much the same as for failures. There was a fall of nearly 17 per cent in the total of cases notified to the company for collection and a drop of 9 per cent in their value.

The major insolvencies named in my opening remarks, together with many other somewhat smaller failures which occurred in the course of last year, led to a high demand for our cover and to a record level of new business put on to our books in 1971. Rolls-Royce, Upper Clyde and Lines Brothers held an obvious and a special message for engineering and its associated industries and, inevitably, it was in this sector that a large part of the new business was added. However, companies in a wide range of other trades and industries were not slow to realise the dangers of involvement in a major failure and they, too, sought credit insurance protection for the first time last year.

New business and higher prices led to an increase of more than 11 per cent in our turnover of insured transactions in 1971, when total business underwritten in London and Melbourne amounted to £3,545m. Of this, nearly £300m involved risks on buyers domiciled outside the United Kingdom, the main areas, apart from Australia, being North America and Western Europe.

Britain's signature of the Treaty of Accession to the Community this January brought home to many businessmen the imminence of our entry into Europe. Your company already underwrites a large volume of business on European buyers, particularly those of the 'Six', and we shall take every opportunity of expanding our turnover in this area. Through our membership of the International Credit Insurance Association we have excellent sources of credit information in each of the countries of the Community and the flow of status enquiries is already growing noticeably. This, I might add, is taking place in both directions, with enquiries similarly being made of us on behalf of European exporters who are developing their sales to the United Kingdom and are insured with ICIA or Berne Union members.

The Outlook. The past year has seen stagnation in many parts of the economy, with a resultant waste of national resources in terms of both capital and manpower. The growth of the Company's business over this period has been impressive, but it has owed very little to any underlying growth in manufacturing output. Looking ahead, in addition to a continued improvement in consumer expenditure we shall, I trust, see a revival in due course at the heavier end of industry. Whilst the effects of higher consumption can further ease our lot on the claims and collection side of our activities, the growth of insured turnover and premium income should not be dependent, as in recent years, on new business effort and rising prices alone but must be based, in addition, on a positive expansion of national production.

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal.*

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	Dec. 2, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6M)	April 6, 1972
Balance of payments:	
Civil aviation (A)	Mar. 16, 1972
Trends in invisible transactions (Q)	Mar. 23, 1972
UK balance of payments (Q)	Mar. 23, 1972
Bankruptcy orders (Q)	Mar. 9, 1972
Business names registered (A)	Feb. 10, 1972
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	April 13, 1972
Catering trades turnover (M)	April 13, 1972
Chemicals industry (Q)	Mar. 23, 1972
Clothing: made-up clothing: orders and deliveries (M)	April 27, 1972
Companies:	
Acquisitions and mergers (Q)	Nov. 18, 1971
New companies registered:	
Gt. Britain (M)	April 27, 1972
N. Ireland (M)	Mar. 30, 1972
Computers:	
UK computer market (Q)	Jan. 20, 1972
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	April 13, 1972
Instalment trade credit (A)	April 13, 1972
ECGD business (Q)	April 6, 1972
Electronics capital equipment deliveries, research and development (Q)	Feb. 10, 1972
Engineering and electrical goods:	
Deliveries and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	April 13, 1972
Cinema admissions and takings (M)	April 20, 1972
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 3, 1972
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6M)	Mar. 30, 1972
Household consumption (Q)	Mar. 23, 1972
Footwear industry production, orders and deliveries (M)	This week
Foreign trade:	
EFTA trade (Q)	Mar. 23, 1972
Industrial countries trade and production (Q)	Feb. 24, 1972
World exports of manufactures (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 13, 1972
Unit value and volume index nos. (M)	April 20, 1972
Value of overseas trade (M)	April 20, 1972
Value of overseas trade: analysis of trends (Q)	Mar. 16, 1972
Hire purchase business (M)	April 13, 1972
Industrial building approved (Q)	April 27, 1972
Industrial production:	
Index nos. (M)	April 27, 1972
N. Ireland index (M)	Mar. 30, 1972
Wales index (Q)	Dec. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Jan. 13, 1972
Investment and earnings overseas (A)	Mar. 23, 1972
Machine tools deliveries and orders (Q)	Mar. 23, 1972
Man-made fibres:	
Analysis of production (Q)	Mar. 16, 1972
Deliveries (Q)	Mar. 16, 1972
Production (M)	April 20, 1972
Volume of production (M)	April 20, 1972
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	April 20, 1972
Office development permits (Q)	Mar. 23, 1972
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	April 27, 1972
Retail trades:	
Index nos. (M)	April 13, 1972
N. Ireland index (M)	April 27, 1972
Royalty transactions (A)	Mar. 30, 1972
Shipping:	
Nationality of vessels in UK sea-borne trade (A)	Mar. 2, 1972
Steel consumption (Q)	Mar. 23, 1972
Stocks:	
Distributive and service trades (A)	Dec. 23, 1971
Industry's stocks (Q)	April 13, 1972
Retail (M)	April 13, 1972
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Activity in the textiles industry (Q)	April 13, 1972
Cotton production (M)	This week
Hosiery production (M)	April 27, 1972
Textile orders and deliveries (M)	April 27, 1972
Wholesale houses sales (M)	April 27, 1972
Wool exports (Q)	Mar. 23, 1972
Wool output (M)	This week
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	April 20, 1972
UK official reserves (M)	Mar. 9, 1972
Wholesale prices:	
Average prices of selected commodities (A)	Mar. 9, 1972
Index nos. (M)	April 20, 1972

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	April 6, 1972
Business Monitor titles	April 27, 1972
Customs notices of interest to exporters	This week
DTI addresses (regional offices)	This week
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	This week
Guide to DTI	Feb. 10, 1972
Index Jan.-Mar. 1971	May 26, 1971
Official Receivers' offices	May 20, 1970
Programme of trade promotions	April 20, 1972
Release dates of economic statistics	April 27, 1972

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m in base year	26,973		21,763	20,127	20,127	11,372	4,912	1,070	994	944	1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	136	135	112	103.6	139	131	144	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	132	132	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	119	136	260	214	42	13
1971	122	124.9	172	171	119	104.8	142	140	161	121	144	51	–129	–3	36
1969 4th qtr	120	123.3	147	147	114	102.9	139	145	153	127	133	91	74	2	—
1970 1st qtr	117	123.8	149	148	114	103.3	135	145	146	114	133	–25	42	1	–41
2nd qtr	121	123.5	155	153	116	104.2	143	153	163	119	137	103	55	12	14
3rd qtr	120	124.3	159	158	117	104.6	140	154	156	121	134	104	44	7	—
4th qtr	122	124.6	163	160	117	104.7	143	157	165	120	139	83	72	23	15
1971 1st qtr	118	124.3	164	161	115	102.1	138	146	148	114	146	82	41	2	–44
2nd qtr	121	125.2	170	170	119	104.4	142	139	164	122	141	–58	–114	12	38
3rd qtr	123	125.6	175	175	120	105.5	142	144	165	122	141	–36	–59	–12	6
4th qtr	124	124.3	179	178	121	107.4	144	133	166	127	147	63	4	–4	36
Aug		125.3				106.2									
Sept		126.3				105.3									
Oct		124.7				108.4									
Nov		124.4				106.8									
Dec		123.9				107.1									
1972 Jan		124.6				107.0									
Feb		111.9				106.0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry§§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Exports (¶)	Imports (‖)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base on index	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956				1963	1963	
£m in base year							Series in thousands			4,282	4,362	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	120	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	120	130	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	146	159	–291
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	443
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	184	181	611
1971	114	153.4	*9.4*	132.4	137.7	246.4	744	129		207	197	952
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	557	194	24,275	181	171	218
2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	188	24,138	183	183	114
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	583	185	24,072	175	178	75
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	586	176	24,054	199	190	204
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	642	150	23,824	186	189	88
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	713	128	23,782	214	199	278
3rd qtr	117	155.3	*10.1*	133.9	139.2	248.6	782	119	23,639	217	197	346
4th qtr	114	157.3	*9.2*	132.9	140.0	257.0	836	118		213	202	240
1972 1st qtr		159.7	*8.0*	134.0 p	141.6 p	265.8 p	877	124		207 p	213 p	
1971 Sept	117	155.5	*9.9*	132.5	139.5	250.0	799	115		223	203	
Oct	116	156.4	*9.4*	132.3	139.8	250.7	813	118		216	202	
Nov	114	157.3	*9.2*	132.8	139.9	257.8	840	120		200	197	
Dec	114	158.1	*9.0*	133.6	140.3	262.6	855	116		222	208	
1972 Jan		159.0	*8.2*	134.8	141.2	265.2	872	119		208 p	204 p	
Feb		159.8	*8.1*	133.6 p	141.7 p	265.6	872	126		211 p	216 p	
Mar		160.3	*7.6*	133.7 p	142.0 p	266.5 p	886	126		202 p	220 p	
Apr							890 p	128 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

Deliveries and orders in the engineering industries

FINAL figures now available for the fourth quarter of 1971 show that for the latest three month period compared with the previous one:

1. there was little change in total and home deliveries while export deliveries were slightly lower;
2. the overall picture for orders-on-hand given last month remained much the same with a decrease for total order books reflecting a marked fall in export orders;
3. for net-new orders also the final figures confirm the provisional estimates. There was a sharp decline in net-new-orders for export but new orders for the home sector were little changed.

Description of statistics

To assist in interpretation, the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Note

Figures from the new inquiry will appear in the Business Monitor P113 'Engineering (Volume of Sales and Orders)' which is obtainable from HMSO, PO Box 569, London, SE1 9NH post free for a subscription of £1 per annum.

ENGINEERING AND ELECTRICAL GOODS (S.I.C. ORDERS VII, VIII AND IX) SEASONALLY ADJUSTED(1)
Index numbers of the volume of orders and deliveries

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders	Deliveries	Orders on hand (end of period)	Net new orders	Deliveries	Orders on hand (end of period)	Net new orders	Deliveries
	December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100	
1963	100	107	100	100	109	100	99	103	100
1964	116	120	109	117	123	112	115	112	101
1965	119	115	114	118	116	115	123	113	108
1966	115	115	118	114	117	120	118	111	114
1967	106	114	120	100	113	123	125	115	111
1968	106	125	125	96	124	127	139	128	119
1969	117	139	132	99	134	132	171	152	132
1970	125	140	135	106	136	132	185	151	142
1971	114	127	134	98	126	131	167	132	143
1969 2nd quarter	113	138	130	98	133	131	160	151	130
3rd quarter	115	139	135	98	135	134	166	150	136
4th quarter	117	139	134	99	135	132	171	151	139
1970 1st quarter	118	139	135	100	135	133	176	151	140
2nd quarter	122	144	135	101	136	132	186	168	143
3rd quarter	123	137	135	103	138	133	182	133	141
4th quarter	125	140	134	106	136	130	185	152	147
1971 1st quarter	120	122	136	102	121	132	176	125	146
2nd quarter	116	124	134	98	122	131	170	129	144
3rd quarter	117	136	134	98	130	131	175	154	141
4th quarter	114	128	134	98	131	131	167	119	140
1970 March	118	135	138	100	135	137	176	133	143
April	119	139	134	98	115	132	184	206	140
May	119	133	129	99	139	128	182	115	132
June	122	161	141	101	153	135	186	184	157
July	122	129	130	101	128	130	186	133	130
August	123	148	137	102	146	134	187	152	143
September	123	134	139	103	142	135	182	113	149
October	123	135	135	104	136	130	181	133	148
November	125	150	133	105	139	129	185	178	143
December	125	136	136	106	134	131	185	144	148
1971 January	122	115	136	103	108	132	183	134	149
February	120	118	132	101	114	127	180	127	144
March	120	135	139	102	142	138	176	115	144
April	117	110	133	99	107	130	174	118	139
May	117	141	138	101	149	134	170	119	147
June	116	120	133	98	110	129	170	149	146
July	117	144	132	99	136	127	173	165	146
August	117	138	140	99	137	139	172	139	144
September	117	126	129	98	115	127	175	159	133
October	116	127	130	99	138	128	171	96	133
November	114	114	135	97	114	131	166	113	145
December	114	142	136	98	139	134	167	148	143
Average:									
Latest 3 months	114	128	134	98	131	131	167	119	140
Previous 3 months	117	136	134	98	130	131	175	154	141
Percentage change(2)	−2	−6	NIL	NIL	+1	NIL	−5	−23	−1

(1) At constant prices.
(2) In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier.

Output in the wool textile industry

THE volume of production in the wool textile industry in February 1972, was 16 per cent less than in February 1971.

Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-February 1972 deliveries of woven fabrics (excluding blankets) were 12 per cent less than in the corresponding period of 1971: deliveries of worsted yarn (excluding semi-worsted yarn) were 2 per cent more.

Production of wool and hair tops was 3 per cent more and that of man-made fibre tops 29 per cent more.

OUTPUT OF THE WOOL TEXTILE INDUSTRY

	Consumption	Production			Deliveries			
	Raw Wool (Clean weight)	Tops		Woollen Yarn (†)	Worsted Yarn (§)	Woven Fabrics (excluding) blankets) (‡)		Blankets (†)
		Wool and Hair	Man-made Fibres			Woollen	Worsted	
	Million kilos					Million sq. yds.		
1963	207.7	137.9	19.1	142.0	108.7	176.8	148.6	35.1
1964	189.7	120.3	25.8	147.8	105.8	177.1	148.3	32.9
1965	182.6	112.3	25.9	146.0	103.2	175.3	147.6	32.8
1966	176.1	104.2	28.5	142.7	100.2	168.4	133.9	30.5
1967	163.3	92.1	27.6	138.1	89.6	163.2	131.3	28.7
1968	177.5	96.6	36.4	147.4	98.2	162.4	132.3	32.7
1969	174.5	92.0	42.2	142.2	100.5	155.6	130.6	32.2
1970	153.1	79.7	44.6	129.4	97.6	138.1	119.3	29.4
1971	141.2	66.2	36.6	130.7	93.0	121.9	100.3	34.1
1970 1st quarter	41.8	22.5	11.2	33.7	24.5	33.3	31.0	7.5
2nd quarter	41.7	22.2	11.5	33.5	26.1	36.8	31.1	6.3
3rd quarter	32.8	17.5	10.5	27.9	21.9	33.8	26.5	6.9
4th quarter	36.8	17.6	11.3	34.3	25.0	34.3	30.8	8.6
1971 1st quarter	37.4	17.7	8.4	35.4	23.6	30.0	27.4	9.1
2nd quarter	37.4	17.1	8.7	34.9	23.8	33.1	24.5	7.4
3rd quarter	30.4	15.0	8.4	27.2	21.6	29.3	22.5	8.1
4th quarter	36.0	16.5	11.2	33.2	23.9	29.6	25.9	9.5
1971 January	12.0	5.6	2.8	11.2	7.4	10.2	9.2	3.2
February	11.7	5.6	2.7	11.2	7.6	9.5	8.5	2.9
March	13.7	6.5	2.9	13.1	8.6	10.2	9.7	3.0
April	12.2	5.7	2.7	11.5	7.7	9.9	8.1	2.9
May	13.1	6.1	3.2	11.9	7.9	11.9	8.3	2.1
June	12.1	5.4	2.8	11.5	8.2	11.2	8.1	2.5
July	10.2	5.4	3.0	8.5	7.1	9.9	7.5	2.5
August	8.9	4.1	2.3	8.4	6.3	9.4	6.5	3.0
September	11.3	5.5	3.1	10.3	8.2	10.1	8.5	2.6
October	11.8	5.2	3.0	10.9	8.0	9.9	8.3	3.2
November	12.2	5.6	4.3	11.2	8.6	10.2	9.1	3.2
December	12.0	5.7	3.9	11.2	7.4	9.4	8.5	3.1
1972 January	12.2	6.1	4.2	10.4	8.1	9.0	8.5	3.0
February	10.8	5.5	2.9	9.2	7.2	7.9	7.4	2.8

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divded between the woollen and worsted yarn headings. In February deliveries of semi-worsted yarn were 0.7 million kilos.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, April 28, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Blues like Showers of Rain	BR/E 36102/30/4/77	30	April 24	Hemdale Film Distributors Ltd.	Silverscreen Productions Ltd.
Plod	BR/E 36104/30/4/77	20	April 26	Richard Schulman Entertainments Ltd.	Avalon Productions Ltd.
Grave New World	BR/E 36105/30/4/77	30	April 26	Richard Schulman Entertainments Ltd.	Crown International Productions Ltd.
Pictures at an Exhibition	BR/E 36106/30/4/77	98	April 27	Richard Schulman Entertainments Ltd.	The Visual and Musical Entertainment Company Ltd.
Movietone News 2238	BR/E 35898/30/4/77	8	April 28	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2238A	BR/E 35899/30/4/77	8	April 28	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
The Sidehackers	F 36099	78	April 24	Rank Film Distributors Ltd.	Crown International Pictures
Angels Who Burn Their Wings	F 36100	85	April 24	Rank Film Distributors Ltd.	Caro Film, Munich
Time For Loving	F 36101	104	April 24	Hemdale Film Distributors Ltd.	A Room In Paris Productions
The Challengers	F 36103	95	April 24	Rank Film Distributors Ltd.	Universal International Films Inc.

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Production in the cotton industry

THE volume of production in the cotton industry (including the processing of man-made continuous filament yarns and finishing) in February 1972 was 27 per cent less than in February 1971. Statistics issued by the Textile Statistics Bureau show that in the period January-February 1972 the amount of cloth woven was 17 per cent less than in the corresponding period last year. Production of both single yarn and doubled yarn fell by 27 per cent.

PRODUCTION IN THE COTTON INDUSTRY

Annual totals and weekly averages

	Single yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488.7	127.0	131.4	107.0	..	1,014.1	560.3
1964	508.1	145.9	136.1	120.0	40.7	1,033.1	610.1
1965	484.8	142.5	131.5	120.3	47.5	1,015.0	624.4
1966	455.7	136.2	123.1	110.2	62.2	915.3	616.6
1967	383.8	124.8	108.1	105.2	78.4	745.0	529.8
1968	377.4	148.7	110.0	114.6	113.6	730.7	554.8
1969	366.4	161.3	103.2	134.3	150.5	723.4	588.5
1970	349.8	170.7	95.2	126.3	181.7	686.4	529.6
1971	293.2	183.6	187.3		213.0	611.4	524.7
1971 January	7.1	3.9	1.9	2.4	4.4	13.5	11.1
February	6.7	4.0	1.9	2.4	4.5	13.3	11.1
March*	6.5	3.9	1.7	2.3	4.2	13.0	10.7
April	5.2	3.4	1.6	1.9	4.1	11.1	9.3
May	6.4	4.0	1.8	2.4	4.3	12.7	11.1
June*	4.8	3.1	1.4	1.7	3.8	11.7	9.7
July	4.8	2.9	3.4		3.3	7.3	7.4
August	5.6	3.7	3.5		3.6	12.0	10.2
September*	4.8	3.2	2.9		3.8	10.8	9.1
October	6.0	4.0	3.8		4.6	12.7	11.2
November	5.9	3.8	3.7		4.7	12.6	11.3
December*	4.5	2.9	2.9		3.9	10.6	9.3
1972 January	5.7	3.6	3.5		**	11.6	10.9
February	4.1	2.4	2.7		**	9.3	8.7

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. (§) Deliveries. ** Not available.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

Production series

Monthly at £1 a year post free:

Paper and paper making materials for February
Trailers for November
Radios, television sets and sound reproducing apparatus for January
Tape recorders for November.

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Boxes, cartons and fibreboard packing cases for fourth quarter 1971
Electric lamps for fourth quarter 1971
Metal furniture for fourth quarter 1971
Rubber for second quarter 1971
Rectifier plant for fourth quarter 1971
Jute for fourth quarter 1971
Electric light fittings for fourth quarter 1971.

Miscellaneous series

Quarterly at 37½p a year post free:

Acquisitions and mergers of companies for first quarter 1972.

A complete list of titles of Business Monitors was last published in *Trade and Industry* on April 27 on page 165.

How to save 70% plus, on hand drying costs
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Footwear industry: orders and deliveries

In the three months ended February 1972, net new orders received by the footwear industry were 7 per cent more than in the three months ended November 1971; deliveries were 3 per cent less. With net new orders exceeding deliveries, order books at the end of February were 1 per cent higher than at the end of November. Production in the three months dropped by 12 per cent.

Interpretation of figures

The figures for orders-on-hand, net new orders and deliveries should be interpreted with caution.

Before 1971, figures for orders-on-hand and net new orders were available by total pairage only and no allowance is made in the pairage series below for the differing value of the various types of footwear. From January 1971, however, the value of total orders-on-hand is also being collected and this series together with derived net new orders will be included in a future edition of this note. Further, from 1971, a breakdown of deliveries by type of footwear in pairage and value terms is being collected quarterly and the results are published in the Business Monitor Production Series (Reference P 17).

A short note on the construction of the index of production was given in *Trade and Industry* dated June 23, 1971 (page 637).

INDEX OF PRODUCTION OF FOOTWEAR, ORDERS-ON-HAND, NET NEW ORDERS AND DELIVERIES

Monthly averages or months — Million pairs

	Index of Production (*1963 = 100*)		Orders-on-hand (end of period)		Net new orders		Deliveries	
1964	107		35.8		..		16.8	
1965	104		39.9		16.8		16.5	
1966	101		33.9		15.7		16.2	
1967	94		37.9		16.2		15.9	
1968	99		41.2		17.0		16.8	
1969	95		35.2		15.7		16.2	
1970	88		40.1		16.3		15.9	
1971	92		33.9		15.0		15.5	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	107	98	47.5	41.9	19.1	16.7	17.0	16.5
2nd quarter	95	96	48.9	39.3	15.7	15.5	15.2	16.4
3rd quarter	85	94	34.6	39.2	11.5	16.1	16.3	16.1
4th quarter	92	91	35.2	35.2	16.5	14.5	16.3	15.8
1970 1st quarter	95	89	40.1	36.2	17.4	15.7	15.8	15.4
2nd quarter	89	87	47.9	38.2	17.5	16.7	14.9	16.1
3rd quarter	79	88	35.3	41.9	12.0	17.2	16.2	16.0
4th quarter	89	88	40.1	40.1	18.2	16.0	16.6	16.1
1971 1st quarter	96	88	40.9	36.9	16.4	14.8	16.2	15.9
2nd quarter	87	93	43.2	34.1	15.7	15.0	14.9	16.0
3rd quarter	98	101	32.7	36.9	12.2	16.5	15.7	15.5
4th quarter p	87	88	33.9	33.9	15.7	13.8	15.3	14.7
1970 January	85	86	32.6	33.7	11.3	13.8	13.9	15.3
February	101	88	34.0	32.9	18.4	14.6	17.0	15.4
March	98	93	40.1	36.2	22.6	18.6	16.5	15.4
April	96	87	46.5	37.1	22.5	18.4	16.1	17.5
May	81	82	49.7	37.8	16.7	15.1	13.5	14.3
June	89	91	47.9	38.2	13.3	16.7	15.1	16.3
July	75	89	43.0	41.6	10.2	19.5	15.1	16.1
August	71	90	40.7	44.1	12.4	18.6	14.7	16.2
September	91	84	35.3	41.9	13.4	13.5	18.8	15.8
October	100	89	35.4	41.5	19.3	16.2	19.2	16.6
November	94	86	39.6	42.2	21.8	16.6	17.6	15.8
December	73	88	40.1	40.1	13.6	15.2	13.1	16.0
1971 January	92	93	40.9	42.8	16.2	19.8	15.4	17.0
February	96	83	43.0	42.1	18.5	14.3	16.4	15.0
March	100	85	40.9	36.9	14.6	10.3	16.7	15.5
April	87	95	42.3	35.1	16.6	14.0	15.2	15.9
May	89	93	48.7	37.9	21.7	19.5	15.3	16.7
June	86	90	43.2	34.1	8.7	11.5	14.2	15.3
July	93	101	41.1	40.0	12.3	21.3	14.4	15.4
August	89	105	37.2	38.6	10.3	14.2	14.2	15.6
September	113	97	32.7	36.9	13.9	13.8	18.4	15.5
October p	105	95	32.0	35.6	17.6	14.3	18.3	15.6
November p	88	84	33.9	34.5	17.8	13.3	15.9	14.4
December p	69	84	33.9	33.9	11.7	13.7	11.7	14.2
1972 January p	81	83	33.3	35.2	13.5	16.9	14.1	15.6
February p	88	77	35.1	34.8	17.3	13.8	15.5	14.2

The actual figures for orders and deliveries have been adjusted for the length of the working months but not for holidays or any other seasonal variations.

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Vehicle production in March

PRODUCTION of cars and commercial vehicles was at a high level in March 1972 following low levels of production in January and February due to serious losses as a result of industrial disputes, including the power emergency. As there were serious losses of production in March of last year the usual comparisons with a year earlier are of limited significance, but the latest figures for car output appear to be above trend, with probably some making good of earlier losses.

Cars

In the five weeks to April 1, 1972 the average rate of recorded production of cars was at a record level of 41,600 a week, 47 per cent higher than the low figure for March 1971. In the first quarter of 1972, the average was 36,900 a week, 11 per cent higher than in the first quarter of 1971, with production for the home and export markets 36 per cent higher and 17 per cent lower respectively.

In seasonally adjusted terms, car production in the three months January to March was 7 per cent lower than in the previous three months, October to December, 7 per cent lower for the home market and 9 per cent lower for export.

Commercial vehicles

In the five weeks to April 1 the average rate of recorded production of commercial vehicles still relatively low at 7,800 a week. In the first quarter of 1972, the average was 7,300 a week. 13 per cent lower than in the first quarter of 1971, with production for the home and export markets 4 per cent higher and 35 per cent lower respectively.

In seasonally adjusted terms, commercial vehicles production in the three months January to March was 22 per cent lower than in the previous three months, 17 per cent lower for the home market and 32 per cent lower for export.

TABLE 2. PRODUCTION SEASONALLY ADJUSTED

MONTHLY AVERAGES — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1966	82	52	134	21.7	14.8	36.6
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1971 1st quarter	72	62	134	19.1	14.8	33.9
2nd quarter	79	62	141	24.1	17.0	41.1
3rd quarter	87	58	145	22.4	16.7	39.1
4th quarter	104	56	160	23.8	14.1	37.9
1972 1st quarter	97	51	148	19.8	9.6	29.4
2nd quarter						
3rd quarter						
4th quarter						
1971 January	89	72	161	24.1	19.4	43 5
February	70	63	133	18.1	13.2	31.3
March	58	52	110	15.1	11.9	27.0
April	75	65	140	22.8	17.3	40.1
May	84	63	147	25.8	17.6	43.4
June	78	58	136	23.7	16.1	39.8
July	76	49	125	22.3	15.0	37.3
August	96	67	163	23.3	20 1	43.4
September	90	57	147	21.5	15.0	36.5
October	98	60	158	23.8	14.6	38.4
November	99	54	153	23.9	13.8	37.7
December	114	55	169	23.8	13.9	37.7
1972 January	94	51	145	21.7	9.8	31.5
February	86	46	132	17.3	8.0	25.3
March	110	56	166	20.3	11.1	31.4
Average of:						
Oct.-Dec. 1971	104	56	160	23.8	14.1	37.9
Jan.-March 1972	97	51	148	19.8	9.6	29.4
Percentage change	−7	−9	−7	−17	−32	−22

TABLE 1. RECORDED PRODUCTION

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972									
1971 1st quarter	13	229,549	202,868	432,417	33,263	61,362	48,325	109,687	8,437
2nd quarter	13	262,133	207,999	470,132	36,164	78,247	55,252	133,499	10,269
3rd quarter	13	220,983	142,875	363,858	27,989	56,696	40,362	97,058	7,466
4th quarter	13	314,797	160,736	475,533	36,579	71,973	43,989	115,962	8,920
1972 1st quarter	13	312,399	167,804	480,203	36,939	63,793	31,477	95,270	7,328
2nd quarter	13								
3rd quarter	13								
4th quarter	13								
1971 January	4	88,238	67,956	156,194	39,048	24,143	18,882	43,025	10,756
February	4	67,660	66,545	134,205	33,551	17,975	13,999	31,974	7,994
March	5	73,651	68,367	142,018	28,403	19,244	15,444	34,688	6,938
April	4	73,283	64,880	138,163	34,541	22,147	17,018	39,165	9,791
May	4	88,407	67,827	156,234	39,059	26,295	18,499	44,794	11,199
June	5	100,443	75,292	175,735	35,147	29,805	19,735	49,540	9,908
July	4	51,379	34,364	85,743	21,436	15,864	11,623	27,487	6,872
August	4	69,418	49,437	118,855	29,714	15,927	12,359	28,286	7,072
September	5	100,186	59,074	159,260	31,852	24,905	16,380	41,285	8,257
October	4	98,468	52,145	150,613	37,653	23,382	14,461	37,843	9,461
November	4	95,276	50,140	145,416	36,354	23,010	14,220	37,230	9,308
December	5	121,053	58,451	179,504	35,900	24,581	15,308	40,889	8,178
1972 January	4	92,654	47,901	140,555	35,139	21,543	9,339	30,882	7,721
February	4	83,678	47,851	131,529	32,882	17,052	8,324	25,376	6,344
March	5	136,067	72,052	208,119	41,624	25,198	13,814	39,012	7,802
April	4								
May	4								
June	5								
July	4								
August	4								
September	5								
October	4								
November	4								
December	5								

Substitute medical exhibition airlifted to Cyprus

From the British High Commission Nicosia

AT 10.14 a.m. on the day before Easter, a message was sent to Nicosia stating that the ship carrying 120 packing-cases of material for the 24 exhibitors due to display their products at the British Medical Association Congress and Exhibition in Nicosia (April 11-15) had broken down in Gibraltar and could not possibly reach Cyprus in time. Momentarily it seemed that two years of preparation had gone for naught. But within hours the exhibitors, shipping agents, organisers and the Department of Trade and Industry had arranged the emergency airlift of a complete substitute exhibition. Despite the complications of Easter, 35 tons of material were collected in two working days from all over Britain, placed aboard a BEA Vanguard freighter and arrived just in time for the exhibitors, working through the Cyprus (Greek Orthodox) Easter, to open as scheduled on Tuesday, April 11. So successful was the operation that medical visitors could scarcely believe this was a substitute exhibition, even when told.

The East Mediterranean Medical Congress was born when, on the invitation of its Cyprus branch, the British Medical Association decided to hold its annual clinical meeting in Cyprus and this was broadened to include medical men from all over the Eastern Mediterranean. The idea that such a congress should be accompanied by an exhibition of medical equipment and supplies rapidly followed. From the outset, the Cyprus Government and President Makarios personally took the liveliest interest in the project. The problem of a suitable site to accommodate the congress and exhibition side by side was eventually solved by the virtual takeover of the ground floor of the Cyprus Hilton in Nicosia.

An exciting programme of scientific sessions, relevant to Eastern Mediterranean problems, ensured the interest of the region's medical men. One session was devoted to the problems of hospital planning, design and equipment in which two of the speakers were Sir George Godber, Chief Medical Officer of the (British) Ministry of Health and Social Security and Mr. S. M. Davies, Director of the Industries and Exports Branch of the same department. This session had immediate relevance both to the exhibition and to Cyprus where a 390-bed hospital is already being built and another of 700 beds is projected.

Joint venture group

The exhibition was organised by Overseas Exhibition Services Ltd. 24 British and four other (Czech, Hungarian, Japanese and Swiss) firms exhibited goods ranging from ethical pharmaceuticals and disposable items through surgical instruments and electronic control and analysis systems to operating tables and complete anaesthesia units. The 24 British firms participated under the Department of Trade and Industry's Joint Venture Scheme, with the British Surgical Export Group as sponsor. Doctors and purchasers of medical equipment, selected by the Department of Health and Social Security, were brought in from Greece, Turkey, Iran and Iraq, Egypt, Israel, Lebanon and Libya. Others came from as far afield as the United States, Canada, Australia and South Africa. The conditions were set for brisk business. And so it proved in the event.

Looking for contacts

The exhibition was officially opened at noon on April 11—the day before the Congress—by the Minister of Health, Mr. M. E. Glykys. But two hours before the official opening, it was already crowded and doing good business. Because of the nature of the goods, the prime objective of most of the British exhibitors was to make their products known and to gain contacts for later follow-up, rather than immediate sales. Nevertheless, by the end of the first morning, several thousands of pounds worth of firm orders had been booked and many serious inquiries noted.

As a bonus, a surprise second showing of equipment was arranged in a hotel in the Turkish Cypriot sector of Nicosia, a day after the official Congress and Exhibition closed. This was enthusiastically received by the Turkish Cypriot medical community and most of the exhibitors who took part did excellent business in a few hours.

Mr. P. J. Arnold, a representative of British Oxygen Co. demonstrates B.O.C.'s apnoea alarm to Dr. Demos Taliadoros, a Nicosia Surgeon-Gynaecologist, at the East Mediterranean Medical Congress Exhibiton.

Record number of firms and buyers at German footwear show

From the British Consulate-General, Dusseldorf

THE 33rd European Footwear Sample Display was held for the first time in Dusseldorf's new Fair Grounds from March 25-27 and attracted a record number of exhibitors and buyers. Some 349 firms, including 194 foreign manufacturers showed their collections which were seen by more than 25,000 visitors.

Under the auspices of the British Footwear Manufacturers Federation in collaboration with the Department of Trade and Industry, 14 British firms participated under the joint venture scheme. Enhanced by the excellent design of its stands the official British exhibit won the attention of numerous buyers. With the British footwear industry gearing itself up for entry into the EEC many of the firms, some exhibiting for the first time, came to prepare the way for an attack on the German market.

As a result of this showing many of the firms displaying for the first time now have plans to alter their designs to fall more in line with the requirements of this market. Those firms who had exhibited at this event in the past clearly reaped the benefit.

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DTI services for industry display at IEA exhibition

THE work of many of the Department of Trade and Industry's research and other services for industry will be featured in a display mounted by the Department at the International Instruments, Electronics and Automation Exhibition, Olympia, London, from May 8 to 12.

The display will highlight some of the activities of five of the Department's research establishments—the Laboratory of the Government Chemist, the National Engineering Laboratory, the National Physical Laboratory, the Safety in Mines Research Establishment and the Warren Spring Laboratory—and will also represent the work of the British Calibration Service and of the Sira Institute.

The Laboratory of the Government Chemist will show a device—newly developed at the Laboratory—for the more rapid and accurate measurement of liquid density, with particular application to the food, oil and brewing industries. The device, an automatic specific-gravity instrument, is one of a number of automatic instruments specially designed to increase the Laboratory's rate of sample analysis. The Laboratory's three main functions are to provide an analytical service to Government, to advise Government on analytical and scientific matters, and to conduct research into analytical methods.

The National Engineering Laboratory will show a number of recent developments arising from the Laboratory's research programme in industrial metrology and in measurement systems for machine tools. The use of radial and linear optical gratings and readers in machine tool control systems is illustrated, together with circuitry for digital interpolation for design or control.

New type electron gun

The National Physical Laboratory will exhibit a medium-resolution scanning electron microscope developed in collaboration with Vacuum Generators Ltd. of East Grinstead, Sussex. An essential part of the microscope is a new type of general purpose electron gun. The novelty of this gun lies in the greatly-increased intensity of its electron source, which is several thousand times brighter than conventional sources. This increased intensity makes possible a simplication of the electron microscope lens system and the production of a flicker-free picture on the display screen. Also described will be work on the development of a commercially-viable higher-resolution scanning transmission electron microscope capable of chemical analysis.

The Warren Spring Laboratory will illustrate its industrial process control research facilities and services, which are available to industry on a contract basis. These now include a hybrid computer facility for process simulation and control system design. Industrial process control hardware developed by the Laboratory will be exhibited, including a new submersible in-stream sensing head; the 'Race' terminal, which provides automatic access from a primary sensor to a time-sharing computer bureau for data collection and reduction; a mass-spectrometry data-acquisition system; an automatic ring-shear cell to determine powder characteristics for hopper design purposes; and an on-line automatic viscometer for non-Newtonian fluids.

Alarm devices

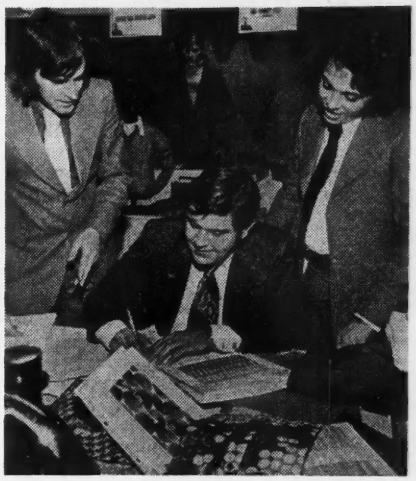
The electronics aspects of instruments designed to detect dangerous gases in mines and other industrial environments will be displayed by the Safety in Mines Research Establishment. The instruments will include a carbon monoxide meter and two types of flammable gas alarm devices. The SMRE carries out research on all major aspects of safety in coal mines. Many of the results of this research are also applicable to other industries.

The British Calibration Service will describe its nationwide measurement facilities available to industry, which are based on standards certified by national laboratories. An illuminated map will show the location of over 60 approved laboratories able to provide official BCS Certificates of Calibration. These laboratories are independently supervised and take part in a technical audit scheme to keep their measurement accuracy under review.

The display by the Sira Institute—an international research and development centre for measurement, control and automation—will feature exhibits illustrating aspects of the Institute's expertise in the fields of automatic inspection, temperature measurement, instrument performance evaluation, and management information. The latter includes the Institute's newly-developed 'demand-forecasting technique', a computer system for the accurate forecasting of future demand for a company's products.

The Exhibition's times of opening are from 10 a.m. to 6 p.m. daily, except on May 10 and 11, when it will remain open until 8 p.m.

During his visit to the Hanover Air Show, Mr. Michael Heseltine, Minister for Aerospace at the Department of Trade and Industry (centre) was shown a model of the Space Shuttle Orbiter study project on which BAC is working in conjunction with North American Rockwell.



At the Mr. Harry Ltd. display during the NAMSB New York Show are Mr. Anthony Crowley (Mr. Harry), Mr. Domingo Velasco (Es De Velasco, Inc., San Juan, Puerto Rico) and Mr. Freddy Ghalchi (Mr. Harry).

Menswear firms write good orders at New York show

From the British Trade Development Office, New York

A COLOURFUL display of fashion sports and leisurewear, specially produced for the very competitive United States market, was successfully presented by a team of seven British menswear manufacturers at the 37th National Association of Mens Sportswear Buyers (NAMSB) Autumn Show at the Hotel New Yorker in New York from April 9-12.

This was the 7th successive year that a British group, sponsored by the Department of Trade and Industry and the Clothing Export Council, have participated in this, the most important fashion event in the American menswear trade calendar.

Now that the fashion scene has virtually excluded gimmickry and extremes, quality British knitwear is once again becoming a favourite on the smart leisurewear scene, and an excellent choice was on display at NAMSB. Designs were subtle rather than wild, colours richer than bright, and a new feeling has developed with the use of stripes, jacquards (inspired by ancient Japanese weaving), and an emphasis on mohair, provided by long mohair surfaces.

There was also a very attractive display of Scottish knitwear in fully fashioned luxury cashmere, lambswool, shetland, and botany which appears to be once more finding a new appeal with fashion conscious American customers.

Wide choice

In shirts, too, British exhibitors provided a good selection for buyers, with a display of dress shirts in cotton. There were also sports shirts and high fashion shirts in voiles and batistes. Colours centred on browns—cognac through sand. Expensive Swiss voile shirts were available in candy stripes. Nautical prints and checked designs attracted a lot of interest as did the intensive range of styled jeans, printed T-shirts and young style skinny rib knitwear.

For the first time in many years the British exhibit also included a colourful range of sporting and traditional style caps using wool

(continued on next page)

NEW YORK MENSWEAR SHOW
continued

and synthetics. This added variety to the group, as did a beautiful selection of hand printed silk ties, in now settled widths of 4¼ in. and 3½ in.

The trend away from extreme fashion provides new incentive for British manufacturers, whose reputations in the US have been built on the classic look of their menswear. It was, therefore, very encouraging to find American buyers confirming this new interest in updated classical styles by placing good orders at the Show with British exhibitors.

The British participants, some of whom were new to the US market, and others well known in New York for many years, were pleased with the results achieved at NAMSB.

American menswear buyers are, on the whole, optimistic about the future, and British firms by their continued presentation of quality merchan- such as NAMSB, are in a position to take advantage of new sales opportunities as they arise in the US market.

The Clothing Export Council were represented by Mr. Julian Clifford who made arrangements for the group's visit with the assistance of the British Trade Development Office in New York.

British companies 'well satisfied' with San Francisco Gas Turbine Conference and Show

From the British Consulate General, San Francisco

USING as its theme 'Making the Gas Turbine a True Servant of Man,' the 17th Annual ASME International Gas Turbine Conference and Products Show was held recently at Brooks Hall, San Francisco. Celebrating their Silver Anniversary, the Gas Turbine Division of the American Society of Mechanical Engineers sponsored the Show which was held concurrently with the 14th Annual Fluid Engineering Division Conference sponsored by the Fluids Engineering Division of the ASME. The Santa Clara and San Francisco Sections of the ASME were hosts for the Conference.

During the Gas Turbine Division Conference, over 100 technical papers were presented covering gas turbine technology from research to field experience and maintenance. Aircraft, marine, vehicular, utility and industrial design were prominently featured. In addition, at the Fluid Engineering Division Conference, about 80 technical papers were presented at 21 sessions covering principally turbo machinery and related equipment. Several papers were presented by representatives of foreign manufacturers, including 11 papers by representatives of British industry and the Universities of Cambridge and Manchester.

A joint venture sponsored by BEAMA and supported by the Department of Trade and Industry consisted of the following companies: Burgess Products Co. Ltd., Rolls-Royce (1971) Ltd., Doncaster Monk Bridge Ltd., Firth Brown Ltd., GEC English Electric Gas Turbine Ltd. and Hepworth and Grandage Ltd.

Worthwhile exposure

Participating British companies were generally satisfied with the event. Because of the specialised nature of the Show it was not expected to take orders on the floor, but it did provide worthwhile exposure plus the opportunity for the UK firms to update their knowledge of industry trends as well as of products offered by their international competitors.

In addition to the British contingent, about 23 other overseas companies representing ten countries also participated to provide the Show with a reasonably good cross section of the international gas turbine industry.

The registered attendance of 2,300 was a little below expectations, but the 1973 Show will be held from April 8-12 at the Sheraton Park Hotel, Washington DC and attendance is expected to be substantially higher. As the ASME sponsored Gas Turbine Show is the only Show held throughout the world that truly represents the gas turbine industry it merits support, and it is suggested that British firms give consideration to participation in a joint venture for 1973.

Large number of inquiries at Macropak show

From the British Embassy, The Hague

MACROPAK, the 10th international packaging exhibition at Utrecht, from March 15-22, attracted a wide range of packaging materials, machinery and equipment. There were 320 stands on which some 500 firms represented Britain, West Germany, Belgium, France, Italy, Switzerland, Denmark, Norway, Sweden, Finland, Spain, the United States and Canada.

Eighteen British firms participated in a joint venture sponsored by the Institute of Packaging in conjunction with the Department of Trade and Industry. The exhibitors declared themselves well pleased with the attendance and felt that good interest had been shown in their products.

The stands were ideally situated and the level of inquiries was significant better than at previous exhibitions. One manufacturer of stringing and knotting machinery sold two of the three machines on show, and another firm which had been introduced to a selected group of Dutch agents prior to the show was able to establish close contact with a potential agent for their equipment.

All participants confidently expected further business to result from the excellent contacts made during the exhibition and reported that positive inquiries were received not only from local buyers but also from overseas visitors mainly from Germany, Belgium and France (some 20 per cent of the visitors to Macropak were foreign).

The joint venture participants spoke highly of the stand design and the exhibition arrangements. Apart from firms exhibiting on joint venture stands 45 British manufacturers were represented on their agents' stands.

Prior to the opening of Macropak, an international packaging congress entitled 'Product Development and Design for Marketing' was held in the Congress Centre of the Royal Netherlands Industries Fair in Utrecht.

Trade Drive boosts sales of British carpets in Denmark

From June Doyle, Copenhagen

BRITISH carpets are big business in Denmark and this week they will be the target of a major sales boost at the largest carpet supermarket in Europe.

In Jensen Taepper's 'Carpetland', just outside Copenhagen, 5,500 sq. metres have been devoted exclusively to carpets where Danish families can take their pick from a displayed range of nearly 300 different rolls—half of which are imported from the United Kingdom.

According to Mr. Preben La Cour, sales manager of Jensen Taepper, the fashion for wall-to-wall carpeting is growing rapidly in Denmark and their sales of high quality British carpeting—for which Mr. La Cour maintains there is no Danish equivalent—is increasing year by year. Even the Scandinavian Rya rugs, traditionally made by hand, are being machine produced by British firms now and are selling in competition with Danish manufactured Rya rugs.

The Jensen Taepper event is one of the special promotions of British goods taking place during the first two weeks of May in over 2,000 chain stores and speciality shops throughout the country. These promotions are part of the 1972 British Trade Drive in Denmark being organised by the Department of Trade and Industry and the Embassy in Copenhagen.

In addition to their red, white and blue decorations, Jensen Taepper will be backing their sales campaign by serving British beer and tea in their café, holding daily competitions, and hiring a London bus to give their customers free rides between 'Carpetland' and the all-British exhibition 'Familien England I Forum' in Copenhagen.

The Duke and Duchess of Kent, who were in Denmark to open the British Exhibition on May 2 were due to visit the Jensen Taepper 'Carpetland' and other promotions as part of their official programme.

British exhibitors in joint venture display at Zagreb

From the British Consulate-General, Zagreb

THE International Spring Fair at Zagreb is an annual event which is assuming increasing importance in South East Europe. Whilst it is not as large or as well-known as the Zagreb's Autumn Fair which is Yugoslavia's largest trade fair, it is more specialised and tends to attract more serious buyers, rather than the crowds of leaflet and badge hunters. The 1972 Spring Fair was divided into sections for consumer goods, technical and scientific literature, civil defence equipment, the building industry, mining and chemicals.

The Department of Trade and Industry and Building Materials Export Group took a joint stand at one of these sections, the 6th International Building Fair, with an inside and outside area which displayed a very wide range of equipment including fork lift trucks and other mechanical handling equipment, cranes, concrete reducing and finishing equipment, floodlighting towers, vinyl wallcoverings, ceramic plants and tunnel kilns, brick making machinery and technical literature.

Despite the bad weather which lasted throughout the fair and the consequent low attendance, all the participants in the DTI/BMEG stand were pleased to have taken part. Gibbons Brother Storey Brothers, Sutcliffe Speakman, Lancer Boss and Jones Cranes all have existing contacts in Yugoslavia and renewed their long standing acquaintance with this market.

The British stand was well laid-out in and around a major pavilion of the Building Fair. The inside area, designed by DTI's technical branch, received much praise from all exhibitors and many visitors. The outside area was a well-grouped exhibit of Lansing-Bagnall, Lancer Boss and Jones Cranes equipment with an attractive mobile office unit manned by personnel of the above companies and Mechanical Handling Consultants Ltd.

Important supplement

HM Consulate General at Los Angeles notifies the impending publication of an important supplement about British industry in the journal *Industrial News*. The Government information services are co-operating on the supply of editorial material, and British advertisers offering goods or services in California are offered a significant opportunity of reaching an influential audience. Page rates are inexpensive and bookings should be made immediately to Sol O. Bender, Editor, *Industrial News*, PO Box 3631, Los Angeles, California 90051.

Top German industrialists visit British Overseas Trade Board

SIX top-level German industrialists from Stuttgart (Baden-Wurttemberg) visited the British Overseas Trade Board last week to discuss the forthcoming British Trade Drive in South Germany, which opens this autumn and continues throughout 1973.

The visitors included Dr. Werner F. Klingele, chairman of the Baden-Wurttemberg Federation of Industry, who is also managing director of Klingele Papierwerke; Dr. Hans Vohringer, a senior official of the State's Ministry of Economics; Dr. Karl Schreiber, president of the Stuttgart Chamber of Commerce; Herr Heinz Engelhardt, Stutttart's Director of Trade Promotion; Professor Walter Stuhlmann, chairman of the State's branch of the Federation of German Engineers; and Dr. Friedrich Stock, president of the South-West German Retail Trade Association.

The Earl of Limerick, Parliamentary Under-Secretary of State for Trade, welcomed the visitors. There followed discussions about the trade drive, which aims at promoting types of capital equipment for which there is an identified demand.

Promotion will be through buying missions to the United Kingdom; by specialised exhibitions and technical seminars; and by joint ventures in established South German trade fairs. There will also be retail promotions in Stuttgart in September 1972 and in Munich in September 1973.

During a week in Britain the Stuttgart group visited industrial firms and organisations in London, Birmingham, Cardiff and Port Talbot.

West Germany is Britain's largest European market and second largest world market: UK exports totalled £534.9 million in 1971. Southern Germany (Baden-Wurttemberg and Bavaria) currently has the fastest industrial expansion rate of the Federal Republic. Types of capital goods selected for promotion in the Trade Drive include clean air and pollution control equipment; measurement and control systems; packaging machinery; and machine tools.

Twin targets

THE City of Westminster Chamber of Commerce is organising a trade mission to Hong Kong and Japan from October 7-27, under the DTI mission scheme. For details apply to the Chamber at Mitre House, 177 Regent Street, London W1R 8DJ (tel: 01-734 2851, ext. 30).

First Brazilian visit for some years

SENHOR Giulite Coutinho, president of the Association of Brazilian Exporters, was in London recently to finalise arrangements with the London Chamber of Commerce and the Brazilian Embassy for the arrival in London on May 10 of the first major Brazilian trade mission to visit the United Kingdom in recent years.

The Brazilian Minister for Trade and Industry, Senhor Marcus Vinicius Pratini de Moraes, will preside over the Mission, which will stay in London from May 10-18, and will comprise representatives of some 50 private firms in the following sectors: good manufactures, leather and leather goods, wood and wood manufactures, machinery and machine tools, steel and metallurgical products, finance, and there will also be included exporters of various commodities ranging from granite to cigars.

Each Brazilian exporter will have his own individual programme of working contacts in London arranged by the London Chamber of Commerce and the Brazilian Trade Centre, where the headquarters of the Mission will be set up.

The Minister for Trade, Mr. Michael Noble, will welcome the Mission at a ceremony in London on May 11.

US visit to promote Scottish oil base

MR. John Hutton, Development Officer for the North East Scotland Development Authority, is to tour North America this month promoting Aberdeen and North East Scotland as the capital of Europe's offshore industry.

Mr. Hutton will attend the annual Offshore Technology Conference held in Houston, Texas and also the National Petroleum Show at Calgary, Alberta. He will also address a meeting of Houston Chamber of Commerce and the World Trade Club, including presentation of a recent film on Aberdeen and District.

In between visiting these two major events he will visit companies engaged in the offshore industry in Texas and Southern California where he will address the National Oil Equipment Manufacturers and Delegates Society in Los Angeles.

Aberdeen has been described as the Houston of Europe. About 80 companies employing over 1,000 have so far set up in North East Scotland to service the offshore industry. The influx is still increasing with firms setting up at the rate of more than one a week.

Last year seven rigs were operating in the northern North Sea. This summer 15 are expected and by the end of next year 30 should be operating.

So far oil or condensate finds have been made by Hamilton Brothers, Shell/Esso, Hamilton Bros/Burmah, Amoco/Gas Council and BP. BP have announced production plans for the Forties Field—the first phase of which will cost £175 million ($455 million).

Visitors from Japan

DURING a two day presentation in London recently 46 British manufacturers displayed their goods to 20 Japanese buyers from the Isetan Department store, Tokyo. The visit had been arranged by Dean Warburg Ltd. who act as a buying office for Isetan in conjunction with the Juittenkai group. The presentation, at the City of Westminster Chamber of Commerce, will, it is hoped, result in a considerable number of export orders.

Isetan are one of the three largest departmental stores in Tokyo and specialise in fashion goods. The member stores of the group include 50 departmental stores of some 34 companies located in the main Japanese towns. The group'stotal sales in 1970 amounted to 370,000 million yen.

The Overseas Visitors Bureau of the Department of Trade and Industry was closely involved in the visit.

In the Boardroom of the British Overseas Trade Board during the meeting in connection with the South German Trade Drive (see story above) are the British officials and German businessmen and officials concerned with the project. Among the British party are (left) Mr. A. B. Savage, head of Publicity BOTB, Lord Limerick, Parliamentary Under-Secretary of State for Trade, DTI, Mr. J. R. Cross, Under-Secretary, Export Planning and Development Division, DTI, Mr. D. Ball, European Components Service, DTI, and Mr. S. A. Rowe, Assistant Director, General Export Service Branch, DTI.

EXPORT ORDERS

Three million blades

Personna International (UK) Ltd., part of the billion dollar Philip Morris Group and manufacturers of Personna and Ever-Ready razor blades, recently won a tender for the supply of three million blades to the Iraq Government Purchasing Board.

This is the third occasion Personna has won the annual Iraq blade tender, and this year's order is more than twice that of previous occasions—and represents more than 35 per cent of Iraq's annual official blade purchase. The blades are Ever-Ready Personna Super Stainless.

Powered roof supports contract

An important breakthrough into the Spanish coal mining industry has been achieved by a British company, Gullick Dobson, with the announcement of two contracts, worth approximately £350,000, for powered roof supports. The supports are said to be the first of their type to be accepted by Spain for coal mining applications.

Gullick Dobson, the Wigan based member of the Dobson Park Industries Group, received the orders from two separate mining companies in northern Spain.

Rail equipment to three countries

The Rail Group of Stone-Platt Crawley Ltd. (Stone-Platt Industries) has received three orders totalling £600,000 for their lighting, power or air conditioning equipment for railways in Egypt, Denmark and Yugoslavia.

Australian Post Office business

Under a contract worth £216,000, Plessey Telecommunications will manufacture and supply telephone switchboards to the Australian Post Office.

Altogether, Plessey will supply nearly 3,000 switchboards, some of which will provide for two exchange lines and six extensions, while the remainder will provide for three exchange lines and twelve extensions. This latest contract brings the total orders for telephone swtichboards received by Plessey Telecommunications from the Australian Post Office over the past three years to almost £1¼ million.

Sound from new console wins Oscar award

Another export order—this one is worth more than £5,000—for some of the smallest items of garden equipment made in the United Kingdom has been won by S. H. Rainbow Ltd., of Leigh-on-Sea (Essex).

The order, which has been placed by the Jiffy Pot Company, of Chicago, a leading distributor of garden products in the United States, is for the Rainbow range of 'Thing-a-me-jigs'—plastic products for tying, supporting and identifying trees, plants, flowers and shrubs.

First direct West German deal for Stockport-built marine diesel

Mirrlees Blackstone Ltd., a Hawker Siddeley Diesels company, has made what is claimed to be a breakthrough into the West German marine market by obtaining an order for a propulsion engine for a 6,850 ton (6,960 tonne) sulphuric acid tanker being built by the Hamburg shipyard of Krogerwerft for Silver Line Ltd. This is the first order received directly from a German shipyard for a Mirrlees engine.

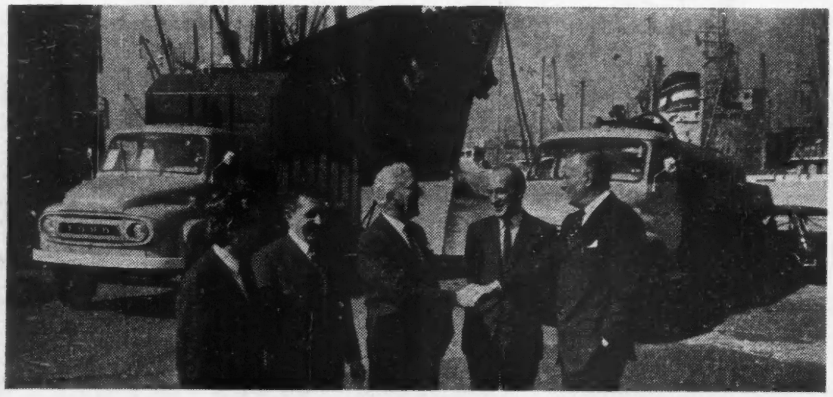
The engine, to be built at Mirrlees Blackstone's Stockport, Cheshire, works, will conform to Lloyds unrestricted service requirements and will have a continuous rating of 5,564 bhp at 525 rev/min (5,644 PS at 525 U/min). It will drive a controllable pitch propeller through a flexible coupling and plain reduction gearbox. Provision is also made for direct reversing.

Olympic hammers cast by Cardiff foundry

Wales is assured of 'winning' one of the events at the 1972 Munich Olympic Games. The John Williams of Cardiff Ltd. foundry division has cast the hammers which all competitors will throw during the field events.

John Williams has been casting 16 lb. hammers for the Olympic Games since 1960 but this is the first time that the Welsh company's product will be used exclusively.

Cast on the company's new £500,000 semi-automatic moulding plant, which is capable of producing castings from 5 to 50 lb. at the rate of 4,000 boxes a day, the hammers are being supplied to the London Instrument Co. Ltd. of Cambridge, who make the Cantabrian Olympic Hammer.



Backed by the Elder Dempster cargo liner 'Fian' in Liverpool and two vehicles of a £2.5 million contract for the Government of Dahomey, are (left to right): Mr. M. H. Bentall (Business Development Specialist, Ford Motor Co.); Mr. E. Scott (managing director, Regis Shipping and Forwarding Co.); Mr. Joe Karsa (manager of outward freight, Elder Dempster); Mr. E. P Charlesworth (motors manager, Compagnie Francaise de l'Afrique Occidentale, Liverpool); and Mr. J. C. Rye (director and general manager of CFAO branches in the UK).

Sound from new console wins Oscar award

Gordon McCallum, Pinewood Studios' chief dubbing mixer, has returned from Hollywood the proud possessor of the 1971 Oscar for his work dubbing the sound track on to the film 'Fiddler on the Roof'. The award was shared with David Hildyard for his floor and location mixing.

The best sound of the year was mixed on the advanced new Neve console, built in 1971 to the specification of Geoff Labrum, Pinewood's chief sound engineer.

Alan Foster—sales director of Rupert Neve & Co., the Melbourn (Cambs) designers and manufacturers of sound control and switching equipment—said: 'This is another triumph for British design and performance, which in this field is unrivalled in the world. Neve have exported and installed in leading studios in 24 countries.'

Scottish jam for America

For the fifth successive year R. and W. Scott, preserve manufacturers of Carluke, Lanarkshire, Scotland, has won a £50,000 order for one million miniature jars of jam from a Mid-west, Wisconsin firm.

Mr. James McGregor, the firm's export director, said: 'Each one-and-a-half ounce jar is unpacked by our customer in Winconsin and repacked into a gift pack of his own containing cheese, jam, confectionery, sausages and other food items.'

The Carluke company export jams and preserves to nearly 60 countries.

£200,000 communications equipment deal

Pye Telecommunications Ltd. has received an order for communications equipment valued at over £200,000 from Te Ka De and FGF GmbH of Nueinburg, West Germany. The equipment includes 500 VHF Europa radio telephones and 250 UHF Pocketfone 70 portable units. The order marks a major development in Pye's marketing activities in West Germany and is the first large order from West Germany for the new Europa radiotelephone, specially designed by Pye for the European market.

My goodness, fly Guinness

International Aviation Services, Gatwick, recently flew 38 tons of malt extract to the Guinness brewery in Lagos, Nigeria. It was the second of two consignments flown out in a DC8 jet fighter. The first batch was delivered in January. The flight time was just over eight hours against the six weeks sea/land journey.

Mr. Alan Stocks, IAS's managing director said: 'We have flown some strange cargoes around the world and this one rates as one of the most unusual.'

£1 million fertiliser plant contract

Woodall-Duckham Ltd., Crawley, Sussex, has announced that it is executing a contract valued at over £1 million for Nitrigin Eireann Teoranta. The order is for the expansion of calcium ammonium nitrate facilities at NET's factory at Arklow, Co. Wicklow, and Woodall-Duckham is employing the Kaltenbach process. When the expansion is completed the factory, which already employs up to 900 people, is expected to bring NET's nitrogen production capacity up to 150,000 tons per year.

Electron spectrometer licence agreement with Japan

AEI Scientific Apparatus Ltd., part of the GEC-Elliott Automation Group, has concluded a licence agreement with the Kokusai Electric Co. Ltd. (KEC) of Tokyo, Japan. This licence agreement will allow KEC to manufacture and sell the AEI ES100 and ES200 Electron Spectrometers in Japan and to sell these products in certain other Asian countries.

Over 17 miles Tru-Wel steel tube used in £350,000 Mexican deal

A major feature of six large transformers being supplied to Mexico by Yorkshire Electric Transformers is more than 17 miles of Tru-Wel elliptical-section tube which forms the cooling radiators of the transformers.

The transformers which have a 220 kv infeed voltage are the first of their type to be ordered by Mexico and the highest voltage rating built to date by Yorkshire Electric Transformers.

Ordered under a £350,000 contract by Compania de Luz Y Fuerza del Centre SA, part of the Mexican equivalent of the CEGB, the transformers are destined for three separate substations for general distribution to large blocks of flats and densely populated areas around Mexico City.

Fast patrol boat fleet for Hong Kong police

The first of seven 78-ft. fast patrol boats for the Hong Kong marine police was launched recently at the Singapore shipyard of Vosper Thornycroft Private Ltd. It forms part of an order valued at about £1 million, placed by the Hong Kong government last year with Vosper Thornycroft's Singapore subsidiary.

The new coats are of welded steel construction with aluminium alloy superstructures. Twin 750 h.p. Cummins diesel engines give them a top speed of 20 knots, and the cruising range is 700 nautical miles. There is air-conditioned accommodation for a captain and 15-man crew. The design is based on one originally developed by the parent UK company, to which a number of vessels have been built, notably for Kuwait. The craft are capable of operating in all weather conditions.

Pollution control will mean better Cyprus orange crops

The orange groves of Cyprus will benefit from a new water treatment system now being constructed under the guidance of Howard Humphreys & Sons, London.

The system is part of a new sewerage system and sewage treatment works being built at Famagusta.

The civil engineering contract, let to The Cyprus Building and Road Construction Corporation of Nicosia, comprises 30 kilometres of sewers to be laid in the commercial centre and along the seafront by the town's hotels, three town pumping stations, eight kilometres of pumping mains and a treatment works.

The sewage treatment works, situated five kilometres inland, will produce a purified effluent which will be used to recharge an aquifer, a natural underground reservoir.

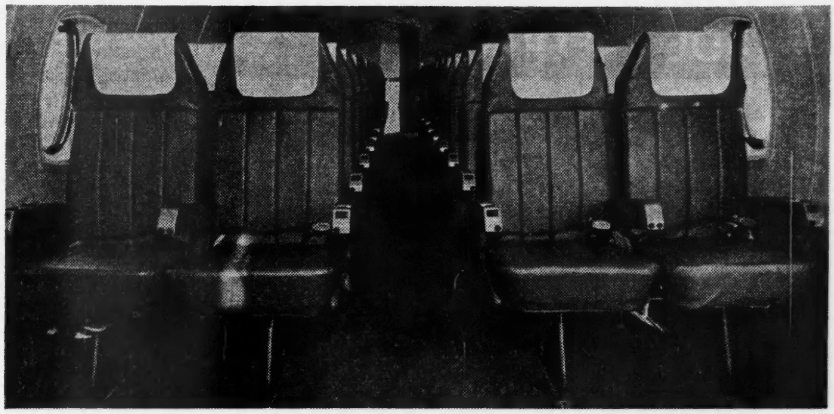
This aquifer irrigates the citrus plantations through boreholes, and in recent years it has been becoming increasingly saline as the result of sea water seepage resulting in the loss of many fine orange trees. The new recharge system will reverse the process and is confidently expected to improve the orange crops.

British meters for Athens water mains

Water meters costing £20,000 for installation in the water supply system of the city of Athens have been shipped to Greece by Sparling Envirotech Ltd., of Burgess Hill, Sussex.

The order consisted of 62 propellor operated meters for installing saddle-fashion on water mains the sizes of which range from 36 in. (900 mm.) down to 6 in. (150 mm.) in diameter. The customer was the Societe Anonyme Hellenique des Eaux of Athens.

Sparling Envirotech Ltd., one of the Envirotech Europe Inc. group of companies of London, specialises in the production of meters for water and other liquids.



All the seats in this Hawker Siddeley 748 aircraft, ordered by Satena of Colombia, are upholstered in 'Ambla' 308F, the luxury expanded pvc coated fabric made by the Hyde Group of ICI Paints Division. The seat manufacturers, Flying Service Ltd., Chesham, Bucks, use 'Ambla' for many aircraft applications, but this is the first time they have been asked to cover the entire seat—back, cushion cover and arm rests. Arranged in alternate rows of gold and blue, the seats will need the minimum attention to stay fresh and clean, and will easily withstand constant wear and tear. The 'Ambla' was supplied by John Cox & Son Ltd., London, ICI sole distributors to the aircraft industry.

Country number 39

Birlec Ltd., Walsall, heat treatment furnaces are in operation in 38 countries throughout the world . . . but in a few months time it will be 39 countries. Turkey, a country already operating Birlec melting furnaces, adds its name to the heat treatment list having placed an order worth around £100,000 for a continuous pusher furnace and its associated plant.

The order came from the Iron Founder Izal Dokum Sanayii AS of Istanbul and calls for an electrically heated continuous single track furnace to anneal Whiteheart malleable iron pipe fittings. This Birlec designed furnace will be part manufactured in Turkey, but the more specialised assemblies will be made at the main Birlec Works at Aldridge, Staffs. The furnace is designed to treat up to 250 tons/month of fittings, varying in size from $\frac{1}{2}$ in. to 3 in. diameter.

Equipment for four new Australian ships

Orders for pumps, compressors and 'Seaway' marine sewage disposal units for four new ships being built in Australia have been placed with the pump and compressor division of Hamworthy Engineering Ltd., part of the Powell Duffryn Group.

Two of them are 15,250 tons deadweight roll-on, roll-off vessels which will be, it is claimed, the first merchant ships in the world to be fitted with heavy duty gas turbines as the main propulsion units.

Automated warehouse for Qantas

Redman Fisher Engineering, the Tipton based member of Redman Heenan International, recently completed the installation and commissioning of a fully-automated high density warehouse for Qantas Airways in Sydney, Australia. Costing £300,000, the contract was secured in the face of international competition. The warehouse, said to be the first of its kind in Australia, will be used for the storage of a wide variety of aircraft parts ranging from small engine components to the largest landing-wheel tyres.

The need for the new warehouse arose from the continued expansion of the Qantas fleet allied with the introduction of new and larger types of aircraft, particularly the Boeing 747. It is situated at Kingsford Smith Airport where it has been installed in an extension to the existing Qantas supply buildings.

Processing plant for Germany

T. Giusti & Son Ltd., of London and Wellingborough, recently received a £12,000 order to supply plant for processing pharmaceutical products in West Germany.

The processing plant is to be installed in the German factory of Glaxo Laboratories Ltd. at Bad Oldesloh near Hamburg.

Substations for Fiji

Eleven electrical substations, each with a 500kVA 11kV/415V transformer and directly-connected h.v. fuse switchgear and 1.v. feeder pillars, have been ordered from the transformer division of the Aberdare group by Balfour Kilpatrick (International) Ltd.

Manufactured by South Wales Switchgear Ltd., Treforest, these substations will form part of the underground reticulation system being installed for Fiji Electricity Authority at the $32 million tourist and residential complex at Pacific Harbour Deuba, 35 miles west of Suva, the Fijian capital. The electricity supply system is to be wholly underground, to preserve the natural beauty of the area.

The land development project is being undertaken by Pacific Hotels and Developments Ltd., a company in which Slater Walker, P & O, and Jardine Matheson have interests.

British fans for Brazilian cargo ships

British is best, it seems, for the shipbuilders of Brazil. Woods of Colchester recently won a repeat order worth £14,000 to supply fans for five new bulk carriers being constructed by Ishikawajima de Brazil Estaileiros S.A.

The order is for Aerofoil fans for ventilation throughout the ships. The original order from Ishikawajima in 1969 was worth £70,000 and covered ventilation equipment for a total of 24 fast cargo liners.

Other recent marine orders for the Colchester company have included Aerofoil fans for a passenger liner for Holland-Amerika Line, for Russian icebrakers, for a B.P. tanker being built in Holland, and for 'Sultan', the royal yacht of HH Sheikh Zaid bin Sultan al Nahiyan, Ruler of Abu Dhabi.

French follow-up contract

The French Government has ordered Sperry turbine engine vibration indicator systems (STEVI) for the Breguet Atlantique maritime aircraft.

TRADE INFORMATION

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Bus chassis for South Africa: ECGD backs £1 million credit

THE Export Credits Guarantee Department has guaranteed a line of credit, negotiated by Standard Bank Finance and Development Corporation Ltd. with United Transport (Holdings) Ltd. of South Africa, to finance contracts for the purchase from British Leyland Motor Corporation of up to £1 million worth of passenger vehicle chassis.

Finance under the credit will be available for 85 per cent of individual contracts of a minimum value of £10,000 placed by United Transport (Holdings) over the next 12 months. The balance will be met from the buyer's own resources.

The loan is being made available through Standard Bank Finance and Development Corporation acting on behalf of themselves and National Westminster Bank, and will be repayable over a period of five years from the overall mean delivery date.

United Transport Holdings is a subsidiary of United Transport Overseas Ltd., London.

Turkey and Czechoslovakia

A TRADE agreement between Turkey and Czechoslovakia has been signed in Ankara for the 1972-73 period. Under the agreement, Turkey will export mainly hazelnuts, sultanas, citrus, cotton, pulp and a variety of industrial products, while importing blooms and ingots, iron and steel beams, some machine tools, generators, paper, industrial raw materials and 'a variety of investment goods'. No further information is available. **CRE ext. 2497**

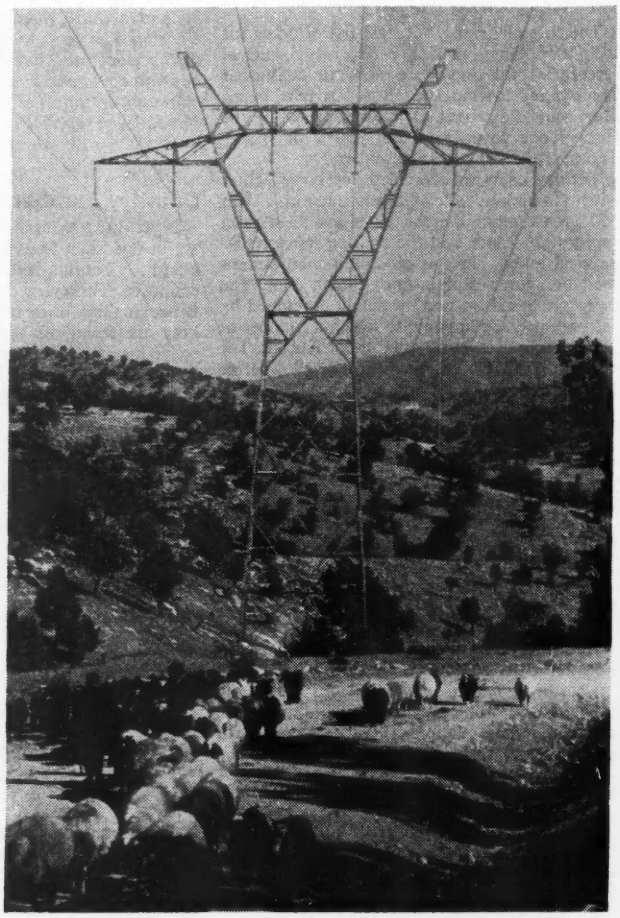
Malta: currency decimalisation day

MALTA'S currency goes decimal on May 16. The Malta *Government Gazette* of April 14 published an order which declares May 12, 13 and 15 to be bank holidays. Coins of the 3d denomination cease to be legal tender at the close of business on May 16. Malta's decimal currency system will have eight coins: 50 cents, 10 cents, 5 cents, 2 cents, 1 cent, 5 mils, 3 mils, and 2 mils (£M1 = 100 cents; 1 cent = 10 mils). The current rate of exchange is £M1 = £1.025. **CRE ext. 3476**

'Hints to business men' booklets

REVISED editions of the booklets on Portugal, Madeira and the Azores and Singapore have been published in the 'Hints to business men' series.

British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU, (Tel: 01-248 5757, ext 7146), or to any Regional Office of the Department of Trade and Industry.



The peasant and his herd of goats have been part of the Iranian scene for centuries, and in this picture, the old and the new meet. Looming over the scene is one of the support towers of the 230kV double circuit transmission line, which is more than 600 miles long and links the Mohammed Reza Shah Pahlavi Dam with Tehran. The erection work was by B.I.C. Construction Co. Ltd., the steelwork being supplied by Painter Brothers of Hereford. Both companies are members of the Balfour Beatty Group of BICC.

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TARIFF & TRADE NOTICES

European Communities

CUSTOMS REGULATIONS—CORRECTION: *Trade and Industry* dated April 13, 1972, page 74, contained a notice about Regulation (CEE) No. 603/72. This should be amended to read: 'Regulation (CEE) No. 603/72 concerns the buyer to be taken into consideration when determining the value of goods for customs purposes'. **EDB ext. 7174/408**

Spain

JOINT ASSEMBLY—ELECTRIC GENERATORS: Notice was given in the *Board of Trade Journal* of July 16, 1969 of approval under the Special System of Joint Assembly of a specific resolution for the construction of one electric generator of 369 MVA power. The Spanish *State Gazette* of April 18 announced the extension until June 26, 1972, of the period of validity of the current specific resolution. **EDB ext. 462/471/472/473**

IMPORT DUTY SUSPENSION—SUNFLOWER SEED OIL: The Spanish *State Gazette* of April 15 announced the suspension of import customs duty on tariff heading 15.07-A.2.a.7 until June 24, 1972. **EDB ext. 462/471/472/473**

France

LIBERALISATION OF IMPORTS: In accordance with EEC Regulation No. 1696/71, the French *Journal Officiel* of April 19 announced the liberalisation from all sources (with immediate effect) of the following goods previously subject to quantitative restrictions when imported into France and her Overseas Departments (Martinique, Guadloupe, Reunion and French Guiana):

Tariff no.	Description
12.06	Hop cones and lupulin
ex 13.03	Vegetable saps and extracts; pectin; agar-agar and other natural mucilages and thickeners extracted from vegetable materials:
A.	Vegetable saps and extracts:
VI	Of hops

Copies of the French text can be sent on request or seen at Export House. **EDB ext. 423/408/288**

The lists of Tariffs, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Britain and the EEC

Collected edition of *Trade and Industry* articles available free from DTI

In less than a year Britain expects to be a full member of the EEC. Already many firms are actively preparing to take full advantage of the new opportunities and to meet the new challenge which entry will bring. Many others, especially small and medium sized firms, are only now beginning to consider what membership will mean to them. Some perhaps—especially those not involved in exporting—may even feel that Brtain's entry will have little direct impact upon them. This is very far from the truth.

Membership will have important and far-reaching implications for the whole of British industry, not only in the export field but also in day-to-day operations in the United Kingdom market. It is extremely important, therefore, that all British firms should begin now to familiarise themselves with all those aspects of the EEC—institutions, legislation, trading practices, tariff changes—which will make up the Community environment in which they will be functioning from 1973 onwards.

For many businessmen, with little time to spare, the problem will be where to begin—how to select from a bewildering mass of publications the material that will give them the basic information they need. A good way to start would be to read the series of articles *Britain and the EEC* which has been appearing in *Trade and Industry* over the last six months. Eleven of these articles are now available in a collected edition and can be obtained free of charge from DTI's EEC/EFTA Information Unit.

The series includes background articles on the Treaty of Rome, the European Coal, Steel and Atomic Energy Communities, Community law and regional policy. Practical information, of direct interest to businessmen, is contained in articles dealing with transport, industrial and commercial policy and the free movement of labour. One particularly important article—*Fair Competition in the Community*—deals with Community policy on matters most likely to affect businessmen such as restrictive trade practices, monopolies and mergers. Another useful article provides a guide to the advice and information available from DTI.

The complete list of titles in the collected edition is as follows:

The Treaty of Rome: an outline of its principal provisions.
The European Coal, Steel and Atomic Energy Communities.
The scope and form of Community Law.
Industrial policy and the Community.
The EEC and the free movement of labour.
Common Market transport policy.
Technology and the Community.
Common commercial policy of the EEC.
Fair competition in the Community.
Regional policy and the Community: the Community's concern with regional problems.
Information and advice on the EEC available from the Department of Trade and Industry.

Further articles in the *Britain and the EEC* series continue to appear from time to time in *Trade and Industry* and, in addition to those in the collected edition, the following articles have now been published:

Selling to the Common Market: prepare now for Britain's entry.
Transitional arrangements for industrial tariffs on joining the EEC.
The EEC/EFTA Information Unit.
The secondary legislation of the European Communities.

Copies of the publication and of individual articles can be obtained free of charge from the EEC/EFTA Information Unit, DTI, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 Ext. 3579 or 2479.

Israel

TARIFF AMENDMENTS: The Israeli authorities announce the following amendments to the customs tariff:

Item no.	Description	Rate of duty
03.01	In this item, subsection 4010 is superseded by:	
4010	Of the 'tourick' kind	IL1.30 per kg.
04.04	In this item, section 3000 is repealed	
37.01	In this item, section 4000 is superseded by:	
4000	Plates of a kind used in making plates in photo-chemical processing	Exempt
37.02	The following to be inserted after Section 1100:	
2000	For photochemical processing, having protective layers of plastic material on both sides	Exempt
4000	In this section, 'Infra-red' shall be followed by 'not specified in section 2000'	
39.07	In subsection 5010 of this item, the words 'if released before 1.4.72' shall be deleted	
51.01	In this item, paragraph 1011 is superseded by:	
1011	Stretch yarn spun in a thickness of 70/2 denier	35% *ad val*
55.05	Item 55.05 is superseded by:	
	Cotton yarn not put up for retail sale	
2000	If released before 1.4.73	Exempt
9900	Other	IL0.90 per kg. plus 25% *ad val*
69.10	In section 2000 of this item, the words 'if released before 1.4.72' are deleted	
76.02	In subsection 9920 of this item, the words 'if released before 1.4.72' are deleted	
84.21	In paragraph 7011 of this item, the words 'if released before 1.4.72' are deleted	
84.22	In this item, section 1000 is superseded by:	
1000	Escalators	15% *ad val*
85.05	In this item, section 1000 is superseded by:	
1000	Drills, including those that through interchangeable accessories are transformable into other tools eg sawing, polishing or planing tools, provided that the weight of each drill—without stand, holder or interchangeable accessories—does not exceed 5 kg.	60% *ad val* but not less than IL18.00 and not more than IL150.00 per unit

Amendments have also been made to the Israeli customs tariff affecting the following items:

'If released before 1.4.72' is superseded by 'if released before 1.10.72' on items:

18.04.1100	73.10.1092	84.11.1010	84.53.1000
73.10.1017	83.13.1000	84.52.9920	84.55.6000

If released before 1.4.72' is superseded by 'if released before 1.4.73' on items:

27.10.5030	51.04.9991	60.06.1091	73.11.1011
32.07.2010	55.09.9920	70.20.1000	73.14.3030
50.09.9910	56.07.1091	73.10.1011	73.15.2091
50.10.9910	56.07.1092	73.10.1012	73.15.5092
51.04.9191	56.07.2090	73.10.1050	84.22.5093
51.04.9192	58.05.2091	73.10.1070	
51.04.9193	59.13.1091	73.10.2020	

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

AMENDMENTS TO IMPORT LIBERALISATION LIST: The Israeli authorities announce the following amendments to the Free Imports Order, 1968:

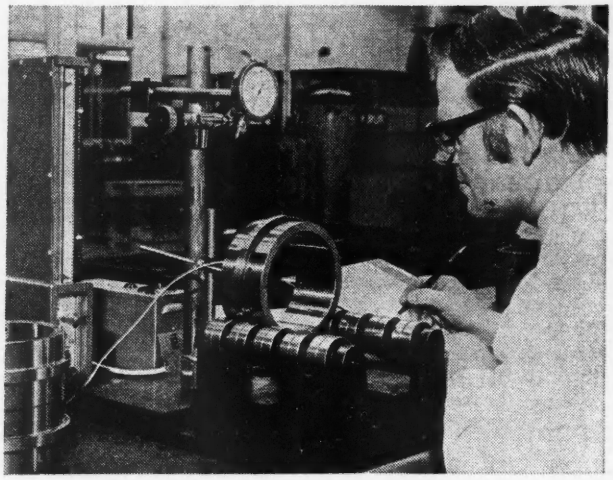
Tariff no.	Description
	Item 37.02-9900 is superseded by:
37.02-4000	Monochrome film, high contrast, transparent or semi-transparent, other than sensitive to infra-red
	Items 48.03-1000 and 48.03-2000 are superseded by:
48.03	Parchment or greaseproof paper and imitations thereof, and glazed transparent paper in rolls or sheets
	Item 84.33-4000 is superseded by:
84.33-1000	Table machines and hand operated machines

EDB ext. 420/475

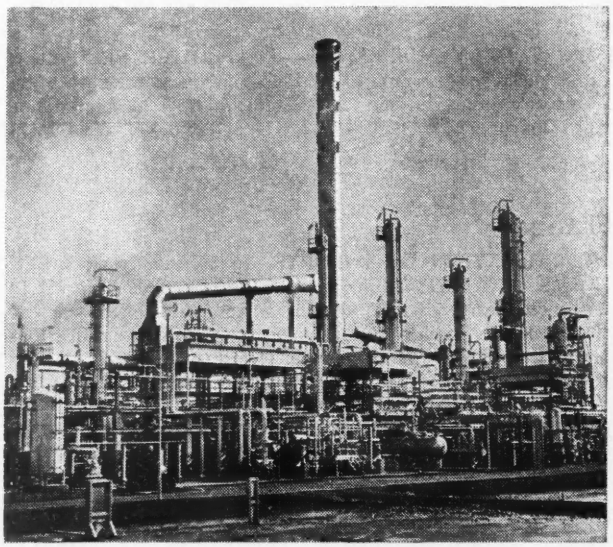
Sudan

NEW INSURANCE REGULATIONS: The Ministry of Economics and Trade has decided that insurance of all imports into the Sudan by the public and the private sectors should be made with the local insurance companies as from May 1, 1972. The Ministry of Supply will not consider any application for import received after April 30, 1972, unless insurance has been arranged with a local insurance company.

In cases where a national interest requires that the insurance should be made with companies outside the Sudan, this should be submitted to the controller of insurance in the Ministry of Economy and Trade for his approval.



At the Darlington factory of The Torrington Co. Ltd., checks are made on the concentricity of bore to race of a high precision radial bearing inner ring, part of a first order for radials placed by a French sheet steel manufacturer. Exports of large bearings from this Torrington plant, opened in 1965, now exceed 65 per cent of production.



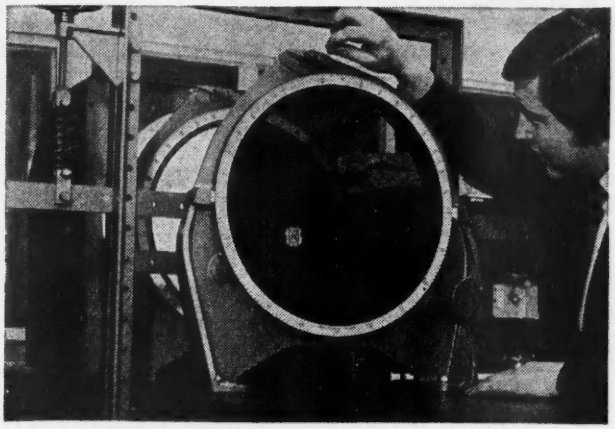
Simon-Litwin, a division of Simon-Carves Ltd., Stockport, has successfully commissioned this £5 million refinery for Cyprus Petroleum Refinery Ltd. at Larnaca in Cyprus—the first such plant to be designed and built by a British contracting company outside the UK. Jointly-owned by Shell, BP, Mobil and Petrolina, the refinery was on stream commercially within five weeks of the commencement of start-up.

The main implication of the regulation for British exporters is that they should now quote C and F instead of CIF. Sudanese importers will be responsible for arranging insurance. Sudanese customs duty will continue to be levied on CIF values and importers will have to attach insurance certificates when clearing through customs. **CRE ext. 2357**

Republic of South Africa

CUSTOMS TARIFF APPLICATION—ALUMINIUM HOLLOW-WARE: Customs Tariff Application List No. 550, published in the South African *Government Gazette* of April 21, contains an application to the Board of Trade and Industries for an increase in duty on hollow-ware for kitchen or for table use (excluding buckets) of aluminium, from 20 per cent *ad valorem* (general) and 15 per cent *ad valorem* (United Kingdom) to 35 per cent *ad valorem* (general) and 30 per cent *ad valorem* (United Kingdom).

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should,



Final inspection of the analyser system on a 15-in. combined transmission and diffuse-light polariscope at the Bamber Bridge works of Sharples Photomechanics Ltd. The polariscope, which is especially suitable for the experimental stress analysis of large structural models, is part of a consignment of photoelastic equipment shortly to be despatched to an educational establishment in Morocco and valued around £3,800.

therefore, first contact its own trade association. Any firm proposing to make independent representations to the South African authorities and requiring further information concerning the application should address inquiries to Commercial Relations and Exports Department. **CRE ext. 2794**

Mauritius

CHANGES IN PATENT LAW: The United Kingdom Patents Registration Ordinance, which provided that a UK patent could be registered in Mauritius if the owner applied within three years from the date on which the UK patent was granted, was repealed by the United Kingdom Patents Registration (Repeal) Act, 1971, which came into force on June 30, 1971.

The consequence is that patent rights in Mauritius can now be obtained only by application under the Patents Ordinance, which provides that prior publication in Mauritius prevents an invention being deemed a new invention. Owners of UK patents are therefore advised not to publish or use their inventions in Mauritius before applying there for a patent.

The Repeal Act amended the Patents Ordinance with the effect that prior publication in Mauritius only prevents an invention being deemed a new invention whereas previously prior publication in Mauritius or the UK had this effect. No transitional provisions have been made or are contemplated in respect of inventions patented in the UK but not registered in Mauritius which were published or used in Mauritius during the period of three years before the Repeal Act came into force.

Thailand

QUALITY STANDARDS: The Thai Ministry of Industry has announced quality standards for a number of locally manufactured products. Qualified producers will be entitled to display a special symbol to signify that their products meet international specifications and requirements. Details of products for which standards were announced may be obtained from Commercial Relations and Exports Division. **CRE ext. 2252**

CUSTOMS TARIFF REDUCTIONS: The Thai Ministry of Finance has announced that the customs duties on Thai tariff numbers 25.03, 25.23a, 28.56, 29.06b, 29.23b, 37.01a, 37.02b, 38.19b, 60.03, 67.04, 73.03, 74.10, 76,12, 85.23 and 97.06a have been revised. Details of the new rates are available on request.
EDB ext. 401/468/469

Federation of Malaysia

SALES TAX: The Malaysian *Government Gazette* dated March 9 published the Sales Tax (Exemption) (Amendment) Order, 1972, which amends the Sales Tax (Exemption) Order, 1972, as follows:

1. By deleting from the first schedule:

Tariff no.	Brief description of goods
99.01 to 99.06	Works of art, collectors' pieces, and antiques

These items are now subject to sales tax.

2. By inserting into the first schedule:

Tariff no.	Brief description of goods
33.06 810	Scented joss sticks
33.06 820	Scented joss paper
44.28 400	Joss sticks, unscented
48.01 512	Joss paper, unscented, in rolls or in sheets
48.15 200	Joss paper, unscented, cut to size or shape
59.05 110, 59.05 120	Fishing nets of yarn, twine, cordage or rope of natural or man-made fibres
87.01 110, 87.01 190	Tractors designed for agricultural use, pedestrian controlled or not
99.01	Paintings, drawings and pastels
99.02	Original engravings, prints and lithographs
99.03	Original sculptures and statuary
99.04	Postage, revenue and similar stamps

These items are now no longer subject to sales tax.

3. By adding to the second schedule the following:

(a) Agricultural implements, viz ploughs, harrows and cultivators of a kind classified under item 84.24.100 of the customs tariff.

(b) Articles, as may be approved by the Minister, used for purposes of prayer:
incense
prayer mats of a size not exceeding 4 feet in length and 2½ feet in width
rosaries (strings of prayer beads).

(c) Containers, including bottles, empty, which the proper officer is satisfied are being returned to the Federation after having been exported therefrom containing goods.

(d) Contraceptives.

(e) Gifts, being goods made by a licensed manufacturer and donated or distributed by him free of charge to charitable organisations, to educational institutions, or to Government hospitals.

(f) Trade samples of no commercial value, being goods made by a licensed manufacturer and distributed by him free of charge for advertising purposes.

These classes of goods are also exempted from payment of sales tax in accordance with the qualifications and conditions applicable to each category.

No further information is available. **EDB ext. 469/468/401**

(continued on next page)

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MALAYSIA

continued

IMPORT CONTROL: The Malaysian *Government Gazette* of April 6, published the Customs (Prohibition of Imports) (Amendment) Order, 1972, which amends the fourth schedule to the Customs (Prohibition of Imports) Order, 1969, by the addition of the following:

(1) Item	(2) Description	(3) Country
23.	(i) Pure sodium chlorate or pure potassium chlorate, in solid or solution form (ii) Liquid mixtures containing more than 10% of sodium chlorate or potassium chlorate (iii) Sulphur in pure form (iv) Sodium nitrate (v) Potassium nitrate	All countries including West Malaysia and Sabah

The goods shown in column 2 may not be imported into the State of Sarawak from the countries shown in column 3 except under specific licence. **EDB ext. 469/468/401**

Republic of Indonesia

USE OF PROGRAMME AID: The Indonesian Government has issued a regulation instituting a system of forward buying of programme aid (DK). Under the regulation the Indonesian importer will have to put down only 20 to 25 per cent of the value of his letter of credit, when the letter is opened, the exact proportion being decided by the commercial foreign exchange bank concerned; the balance need not be paid for up to three months. Bank Indonesia will not charge the commercial bank interest, but a premium of $\frac{1}{8}$ per cent per month will be payable and it is expected that this will be passed on to the importer. The differential system of rebates for imports for various donor countries will continue to apply. The information contained in this notice may be subject to alteration and any amendments will be published in due course.

CRE ext. 2253

South Vietnam

IMPORT/CREDIT TRANSACTIONS: The Government of the Republic of Vietnam has announced that with effect from March 23, Vietnamese importers are to be allowed to accept credit terms of from three to six months for certain categories of goods. A list is available. **CRE ext. 2252**

REMISSION OF PROFITS: The National Bank of Vietnam has announced that intermediary banks have been empowered to provide to foreign stockholders foreign exchange related to share profit, or profits of foreign enterprises, for depositing in an outstanding account. Remittance must, however, await authorisation by the Directorate of Foreign Exchange. Further details may be obtained from Commercial Relations and Exports Division.

CRE ext. 2252

Hong Kong

IMPORT DUTY CHANGES—METHYL ALCOHOL AND HYDROCARBON OILS: The Hong Kong *Government Gazette* of April 14, states that:

1. As from March 1, the duty payable on methyl alcohol is abolished.

2. As from March 1, the duties payable on hydrocarbon oils are amended as follows:

(*a*) Light oils: Motor spirit and aircraft spirit	HK $1.80 per gallon
(*b*) Heavy oils: Diesel oil for road vehicles	HK $1.30 per gallon
(*c*) Any hydrocarbon oil (other than lubricating oil) used for the production of electricity or gas by: The Hong Kong Electric Co. Ltd. China Light and Power Co. Ltd. Peninsula Electric Power Co. Ltd. Cheung Chau Electric Co. Ltd. The Hong Kong and China Gas Co. Ltd.	HK 10c per gallon.

EDB ext. 469/468/401

Australia

CHANGES IN MOTOR VEHICLE PLAN RULES: The Australian Government announced in December 1971 changes in the Motor Vehicle Plan Rules which provide for duty concessions for imported components required for the production of passenger-type motor vehicles in Australia. Requests for copies of the final version of the revised rules and inquiries about this notice should be addressed to Tariff Section, Export Data Branch.

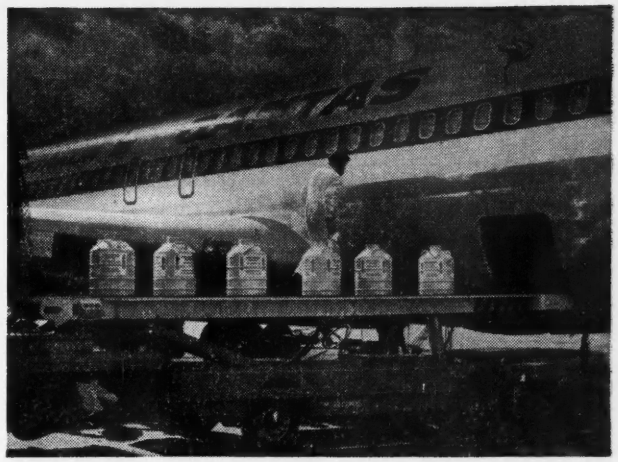
MARKING AND STANDARDISATION OF IMPORTED PACKAGED GOODS: A notice was published in *Trade and Industry* dated May 19, 1971, about the Australian Government's legislation on imported packaged goods. The Australian Department of Customs and Excise has now issued a revised booklet on the subject, adjusted to metrication and including a revised standardisation schedule, copies of which may be obtained from the Australian Customs Representative, Canberra House, Maltravers Street, Strand, London WC2R 3EH. **CRE ext. 2318/2319**

New Zealand

CUSTOMS TARIFF INQUIRY—NAFTA—ELIMINATION OF MARGINS: In an exchange of letters associated with the New Zealand/Australia Free Trade Agreement the New Zealand Government expressed the intention of eliminating the margins by which the rates of duty applicable to certain goods imported from Australia exceed those applicable to goods imported under the same tariff item from other countries. The Minister of Overseas Trade has requested the Tariff and Development Board to make recommendations from time to time on the progressive implementation of this policy and in this regard the Board now intends to consider the goods listed in the following schedule.

If no representations are received to the contrary the Board proposes to recommend that, in respect of these goods, the rates of duty applicable to imports from Australia be reduced to the level of the present British Preferential Tariff rates. Any person or firm desiring to make representations regarding an item or items should send to Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than June 30, 14 copies in the form in which it would be intended to submit them as evidence under oath at a public hearing. *Notes for the Guidance of Witnesses*, which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at Export House, (tel: 01-248 5757 ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

If public inquiries are found to be necessary in respect of any item or items, notice to this effect will be given. British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand (telegraphic address Transtrade, tel. Wellington 43-706); and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member, details may be obtained from the BTANZ. **CRE ext. 2321**



Part of the largest single shipment of bull semen sent by British Semen Exports Ltd. to one country, valued at over £280,000, being shipped from London Heathrow Airport to Australia. The shipment is thought to be a world record.

Schedule

No.	Description	Present rates of duty per cent BP	AUL	MFN	GEN
39.02	Polymerisation and copolymerisation products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloracetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumaroneindene resins): Plates, sheets, strip, film and foil: Tape: Other kinds: Printed, embossed or otherwise surface-worked:				
39.02.109	Other	27½	32½	50	60
	Can	32½			
	Other kinds: Printed, embossed or otherwise surface worked:				
39.02.139	Other	27½	32½	50	60
	Can	32½			
50.09	Woven fabrics of silk or of waste silk other than noil: Containing sheeps' or lambs' wool or fine animal hair: Containing man-made discontinuous fibres:				
*50.09.001	Containing less than 30% by weight of sheeps' or lambs' wool or fine animal hair	25	32½	45	57½
*50.09.011	Other	25	32½	45	57½
50.09.021	Other kinds	25	32½	45	57½
50.10	Woven fabrics of noil silk: Containing sheeps' or lambs' wool or fine animal hair: Containing man-made discontinuous fibres:				
*50.10.001	Containing less than 30% by weight of sheeps' or lambs' wool or fine animal hair	25	32½	45	57½
*50.10.011	Other	25	32½	45	57½
*50.10.021	Other kinds	25	32½	45	57½
51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02: Of synthetic fibres:				

(continued on next page)

Government Publications in Scotland

from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh, 2

NEW ZEALAND

continued

No.	Description	Present rates of duty per cent BP	AUL	MFN	GEN
	Containing sheeps' or lambs' wool or fine animal hair:				
	Containing man-made discontinuous fibres:				
*51.04.001	Containing less than 30% by weight of sheeps' or lambs' wool or fine animal hair	25	32½	45	57½
*51.04.011	Other	25	32½	45	57½
*51.04.021	Other kinds	25	32½	45	57½
	Of regenerated fibres:				
	Containing sheeps' or lambs' wool or fine animal hair:				
	Containing man-made discontinuous fibres:				
*51.04.101	Containing less than 30% by weight of sheeps' or lambs' wool or fine animal hair	25	32½	45	57½
*51.04.111	Other	25	32½	45	57½
*51.04.121	Other kinds	25	32½	45	57½
53.11	Woven fabrics of sheeps' or lambs' wool or of fine animal hair:				
	Other kinds:				
*53.11.011	Containing man-made discontinuous fibres but containing less than 30% by weight of sheeps' or lambs' wool or fine animal hair	25	32½	45	57½
	Other:				
	Exceeding 12 oz./yd²:				
*53.11.021	Worsted	25	32½	45	57½
*53.11.031	Tweed	25	32½	45	57½
*53.11.048	Other	25	32½	45	57½
	Not exceeding 12 oz./yd²:				
*53.11.051	Worsted	25	32½	45	57½
*53.11.061	Tweed	25	32½	45	57½
*53.11.071	Other	25	32½	45	57½
54.05	Woven fabrics of flax or of ramie:				
	Containing sheeps' or lambs' wool or fine animal hair:				
	Containing man-made discontinuous fibres:				
*54.05.001	Containing less than 30% by weight of sheeps' or lambs' wool or fine animal hair	25	32½	45	57½
*54.05.011	Other	25	32½	45	57½
*54.05.021	Other kinds	25	32½	45	57½
55.09	Other woven fabrics of cotton:				
	Unbleached, not mercerised:				
	Containing sheeps' or lambs' wool or fine animal hair:				
	Containing man-made discontinuous fibres:				
*55.09.001	Containing less than 30% by weight of sheeps' or lambs' wool or fine animal hair	25	32½	45	57½
*55.09.011	Other	25	32½	45	57½
*55.09.021	Other kinds	25	32½	45	57½
	Other kinds:				
	Other:				
	Containing sheeps' or lambs' wool or fine animal hair:				
	Containing man-made discontinuous fibres:				
*55.09.102	Containing less than 30% by weight of sheeps' or lambs' wool or fine animal hair	25	32½	45	57½
*55.09.111	Other	25	32½	45	57½
*55.09.121	Other kinds	25	32½	45	57½
56.07	Woven fabrics of man-made fibres (discontinuous or waste):				
	Of synthetic fibres:				
	Containing sheeps' or lambs' wool or fine animal hair:				
*56.07.001	Containing less than 30% by weight of sheeps' or lambs' wool or fine animal hair	25	32½	45	57½
*56.07.011	Other	25	32½	45	57½
	Of regenerated fibres:				
	Containing sheeps' or lambs' wool or fine animal hair:				
*56.07.101	Containing less than 30% by weight of sheeps' or lambs' wool or fine animal hair	25	32½	45	57½
*56.07.111	Other	25	32½	45	57½
58.04	Woven pile fabrics and chenille fabrics (other than terry towelling or similar terry fabrics of cotton falling within heading No. 55.08 and fabrics falling within heading No. 58.05):				
	Of cotton:				
	Other cotton fabrics:				
	Containing sheeps' or lambs' wool or fine animal hair:				
*58.04.031	Corduroy	25	32½	45	57½
*58.04.041	Velveteens and velours	25	32½	45	57½
*58.04.051	Other	25	32½	45	57½
	Of silk:				
	Other silk fabrics:				
*58.04.131	Containing sheeps' or lambs' wool or fine animal hair	25	32½	45	57½
	Of sheeps' or lambs' wool or fine animal hair:				
*58.04.208	Other	25	32½	45	57½
	Of synthetic fibres:				
	Other synthetic fibre fabrics:				
*58.04.331	Containing sheep's or lambs' wool or fine animal hair:	25	32½	45	57½
	Of regenerated fibres:				
	Other regenerated fibres:				
*58.04.431	Containing sheeps' or lambs' wool or fine animal hair	25	32½	45	57½
59.08	Textile fabrics impregnated, coated, covered or laminated with preparations of cellulose derivatives or of other artificial plastic materials:				
	Covered or laminated:				
	Being plastic materials supported by textile fabrics:				
	Printed, embossed or otherwise surface-worked:				
	Other:				
59.08.012	Polymerisation and copolymerisation products	27½	32½	50	60
	Can	32½			
	Being woven fabrics supported by plastic materials:				
	Containing sheeps' or lambs' wool or fine animal hair:				
	Containing man-made discontinuous fibres:				
*59.08.031	Containing less than 30% by weight of sheeps' or lambs' wool or fine animal hair	25	32½	45	57½
*59.08.038	Other	25	32½	45	57½
*59.08.041	Other kinds	25	32½	45	57½
	Being knitted fabrics supported by plastic materials:				
59.08.071	Containing sheeps' or lambs' wool or fine animal hair	25	32½	45	57½
59.11	Rubberised textile fabrics, other than rubberised knitted or crocheted goods:				
	Other rubberised textile fabrics:				
	Containing sheeps' or lambs' wool or fine animal hair:				
*59.11.071	Not felted	25	32½	45	57½
60.05	Outer garments and other articles, knitted or crocheted, not elastic nor rubberised:				
	Other articles:				
	Travelling rugs and blankets:				
	Electrically heated:				
60.05.091	Containing sheeps' or lambs' wool or fine animal hair	32½	40	..	60
	Can	40			
60.05.099	Other	32½	40	..	60
	Can	40			
	Other travelling rugs:				
*60.05.101	Containing sheeps' or lambs' wool or fine animal hair	22½	27½	..	55
	Other:				
60.05.111	Not exceeding 1 sq. yd. in area	Free	10	..	15
	Other blankets:				
*60.05.121	Containing wool or fine animal hair	22	32½	..	55
	Other:				
60.05.131	Not exceeding 1 sq. yd. in area	Free	10	..	15
*60.05.138	Exceeding 1 sq. yd. in area	30	37½	..	45
62.01	Travelling rugs and blankets:				
	Other travelling rugs:				
*62.01.011	Of sheeps' or lambs' wool or fine animal hair	22½	27½	..	55
	Of cotton:				
*62.01.021	Containing sheeps' or lambs' wool or fine animal hair	22½	27½	..	55
	Other				
62.01.031	Not exceeding 1 sq. yd. in area	Free	10	..	15
	Of other textile fabrics:				
*62.01.041	Containing sheeps' or lambs' wool or fine animal hair	22½	27½	..	55
	Other:				
62.01.051	Not exceeding 1 sq. yd. in area	Free	10	..	15
	Other blankets:				
*62.01.061	Of sheeps' or lambs' wool or fine animal hair	22½	32½	..	55
	Of cotton:				
*62.01.071	Containing sheeps' or lambs' wool or fine animal hair	22½	32½	..	55
	Other:				
62.01.081	Not exceeding 1 sq. yd. in area	Free	10	..	15
*62.01.088	Exceeding 1 sq. yd. in area	30	37½	..	45
	Of other textile fibres:				
*62.01.091	Containing sheeps' or lambs' wool or fine animal hair	22½	32½	..	55
	Other:				
62.01.101	Not exceeding 1 sq. yd. in area	Free	10	..	15
*62.01.108	Exceeding 1 sq. yd. in area	30	37½	..	45

* No margins unfavourable to Australia exist in respect of the specific rates of duty associated with these items.

CRE ext. 2321

CUSTOMS TARIFF INQUIRY—CERTAIN COATED PAPERS: The New Zealand Minister of Customs has requested the Tariff and Development Board to inquire into and report on what form of protection, if any, it considers necessary in respect of coated papers now classified in Tariff item 48.07.059. The Tariff provisions relating to these goods are set out in the First Schedule to this notice. In addition the Minister has asked the Board to take into account the question of granting a preferred position in the New Zealand market for Australian coated papers. This reference arises from a request that a determination under Tariff item 48.07.051 be placed on all coated printing and writing papers *except* those set out in the Second Schedule to this notice. The Board will, in accordance with its normal procedures, conduct a public hearing in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington on Tuesday, July 25 at 10.30 a.m. Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Tuesday, July 4.

(See first item, page 217, concerning *Notes for the Guidance of Witnesses* and the reminder of British producers' rights under Article 8 of the UK/New Zealand Trade Agreement, 1959.)

FIRST SCHEDULE

Number	Description	Rates of duty BP	MFN	GEN
48.07	Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49), in rolls or sheets: Printing and writing paper: Other kinds: Other, in rolls or sheets:			
48.07.051	As may be determined by the Minister per cwt. Aul	20%* 56c*	30%*	35%*
48.07.059	Other	Free	10%	12½%

* Or such lower rate of duty as the Minister may in any case direct.

SECOND SCHEDULE

*Surface paper, one side coated
*Flint paper, one side coated
*Metallic paper, one side coated
*Label paper, one side coated
*Label paper, two sides coated, glazed on one side
*Two sides coated paper, less than 55 gsm
*Magazine printing paper with not less than 55% mechanical pulp, two sides coated.

* The C.I.F. and E value of which does not exceed $502 per ton (sheets) and $476 per ton (reels).

CUSTOMS TARIFF INQUIRY—NAFTA—ADDITION TO SCHEDULE A—ARSENIC: At the request of the New Zealand Minister of Overseas Trade, the Tariff and Development Board proposes to inquire into and report upon the question whether goods listed in the Schedule to this notice should be added to Schedule A of the New Zealand/Australia Free Trade Agreement.

The Board will, in accordance with its normal procedures, conduct a public hearing in Wellington on Thursday, June 22 at 10.30 a.m. Typewritten statements (14 copies) should be lodged with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Thursday, June 1.

(See first item, page 217, concerning *Notes for the Guidance of Witnesses* and the reminder of British producers' rights under Article 8 of the UK/New Zealand Trade Agreement, 1959.)

SCHEDULE

Number	Description	Rates of duty BP	MFN	GEN
28.11.000	Arsenic trioxide, arsenic pentoxide, and acids of arsenic	Free	Free	Free

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

EMERGENCY PROTECTION AUTHORITY—TEMPORARY PROTECTION: The New Zealand Minister of Industries and Commerce has received an application for temporary protection of the following items:

Tariff item	Description
53.11.009	Union fabrics composed of wool and cotton, the current domestic value of which does not exceed that specified by the Minister, to be cut up and made into shirts, pyjamas, nightgowns, or under-clothing, under such conditions as the Minister may prescribe
55.09.101	Union fabrics composed of cotton and wool, the current domestic value of which does not exceed that specified by the Minister, to be cut up and made into shirts, pyjamas, nightgowns, or under-clothing, under such conditions as the Minister may prescribe
Section XI	Union textiles composed of wool and man-made fibres and/or cotton, the current domestic value of which, expressed in New Zealand currency, does not exceed $1.12 per yd². to be cut up and made into shirts, pyjamas, nightgowns, or under-clothing, under such conditions as the Minister may prescribe

The question of temporary protection of these items may at a later date be referred to the Emergency Protection Authority. Ref. CRE 1166/72. **CRE ext. 2321**

United States

CHILDREN'S SLEEPWEAR: *Trade and Industry* of September 2, 1971, announced that an amendment to the Standard for the Flammability of Children's Sleepwear might be needed to provide for sampling plans to detect non-complying fabrics and garments. It has now been decided that there is a need for such an amendment, and the proposed effective date is July 29, 1972. Comments should be submitted (four copies) by May 18, 1972, to the Assistant Secretary for Science and Technology, Room 3862, US Department of Commerce, Washington DC 20230. (FR 18.4.72)

CRE ext. 2397

(*continued on page 221*)

USA
DIRECTORY OF MEDICAL SPECIALISTS
Vol. 13, 1968-1969. Biographical listings of over 90,000 Diplomats of the 19 American Speciality Boards (over 10,000 newly certified) arranged geographically by boards, with alphabetical and edge indices. 2,660 pages. £12.50

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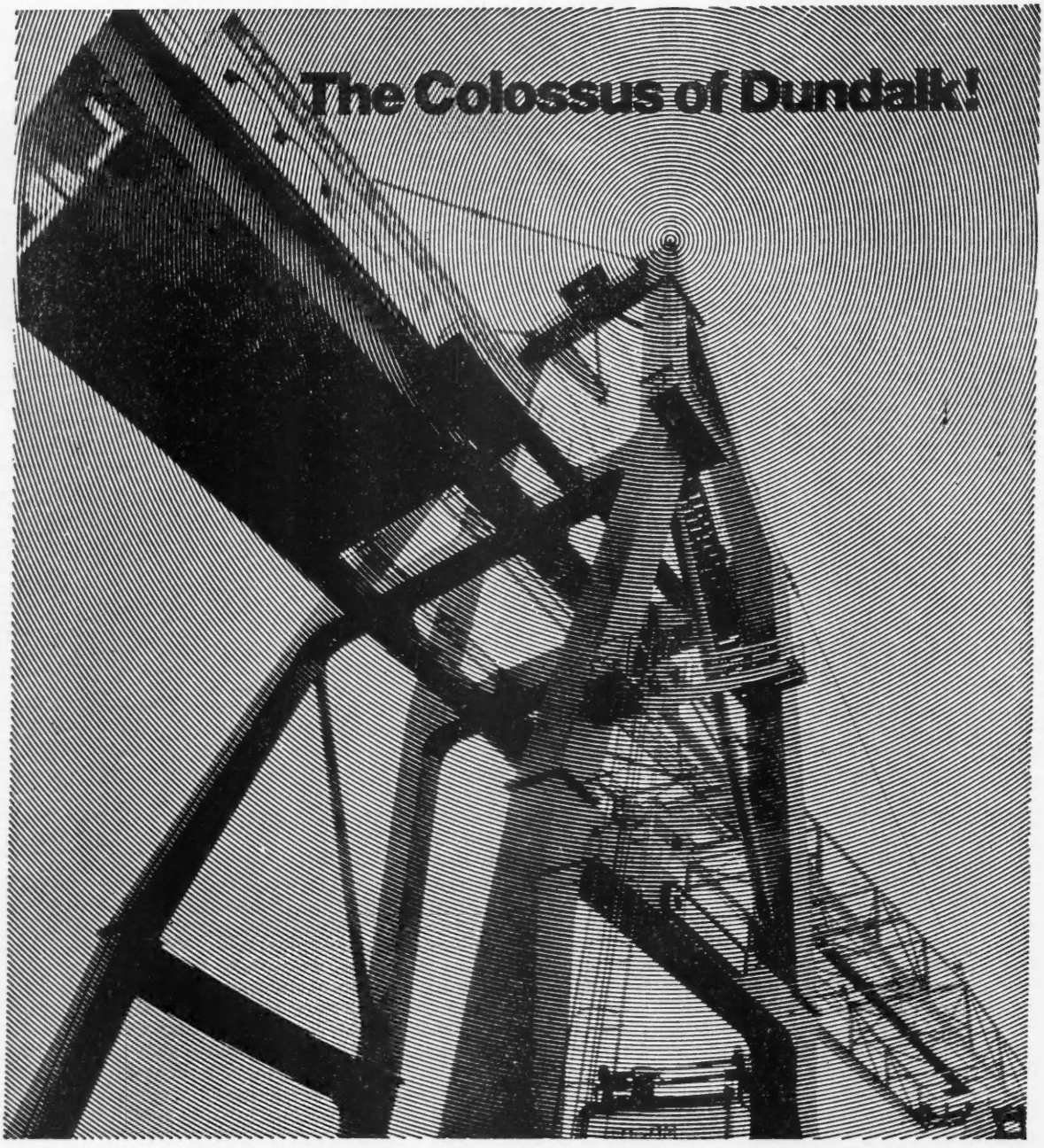

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Maryland Port Administration, Pier 2, Pratt Street, Baltimore, Md. 21202 · Charles I. Hughes, Director of Trade Development · (301) 383-5751

BRUSSELS 1000, BELGIUM: David K. Tosic, Mgr.; Frank Vonderach, Asst. Mgr.; Shell Bldg., 60 Rue Ravenstein; 13.01.49 or 13.54.05

LONDON, ENGLAND, EC2Y 5ET: Austin G. Tofield, Mgr.; Kenneth L. Newton, Asst, Mgr.; Moor House, 119 London Wall; 01-638 8330

Part of a large consignment of May Fair pre-pasted vinyl wallcovering, packed for air freight delivery to May Fair's biggest U.S.A. distributor, ISGO Corporation, Chicago. In the picture (left to right) Mr. Peter Durham, retail sales marketing manager, Commercial Plastics Ltd.; Mr. Milton Goldberg, President of the Chicago branch, ISGO Corporation, and Mrs. Elizabeth Joseph, sales promotion manager, Commercial Plastics Ltd. Export Division.

UNITED STATES
continued

ANTI-DUMPING ACT: Following a review of regulations relating to procedures under the Anti-dumping Act (announced in *Trade and Industry*, June 30, 1971) the US Department of the Treasury has published proposals which, among other things, are designed to speed up the handling of anti-dumping cases. The proposals include provision to re-open discontinued investigations and changes relating to the determination of fair value and the comparison of home market and export sales. The proposals are open for comment until June 19. (FR 19.4.72) **CRE ext. 2397**

PACKAGING STANDARDS: The Commissioner of Food and Drugs has determined that certain household substances in liquid form containing methyl alcohol (methanol) (eg antifreeze and paint thinners) may be hazardous to children. He therefore proposes that these substances should require special packaging. Comments should be submitted (preferably in quintuplicate) by June 17, 1972, to the Hearing Clerk, Department of Health Education and Welfare, Room 6-88, 5600 Fishers Lane, Rockville, Md 20852. (FR 18.4.72) **CRE ext. 2397**

Mexico

IMPORT LICENSING AMENDMENTS: The import into Mexico of the following items has been made subject to licence up to and including the dates indicated:

Tariff no.	Description	Terminal date
73.13.B004	Galvanised iron and steel sheets	Sept. 28, 1972
82.09	Knives	Sept. 28, 1972
82.10	Knife blades	Sept. 28, 1972
82.14	Kitchen or tableware (spoons, forks, etc.)	Sept. 28, 1972
82.15.A001	Handles of base metal for kitchen or tableware, etc.	Sept. 28, 1972
27.11.A007	Cutting and welding gases	March 24, 1973
85.21.A001	Cathode tubes	March 26, 1973
38.01.A001	Graphite	March 26, 1973
91.01	Clocks and watches	March 31, 1973
71.12	Watch bracelets of precious metal	March 31, 1973
71.16	Watch bracelets of steel	March 31, 1973
91.09	Watch cases and parts	March 31, 1973
85.19.B005	Cartridge fuses	March 31, 1973
84.12.A003	Air conditioning equipment	March 26, 1975
87.14.C999	Trailer parts	March 26, 1975

British exporters with inquiries about this notice should specify the products in which they are interested. **EDB ext. 474/476/7312**

Advertising in *Trade and Industry*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (Tel. 01-248 9876 ext 6147).

POLLUTION LAW AND REGULATIONS: Last year the Mexican Government introduced a 'Federal Law to Prevent and Control Environmental Pollution'. Under this law a set of regulations was later issued for the 'Prevention and Control of Atmospheric Pollution Originated by the Emission of Smoke and Dust'. Copies of both documents in Spanish, together with unofficial English translations, are available from Commercial Relations and Exports Division. These should serve as a rough guide as to Mexico's intentions in the field of pollution control, and to give manufacturers an idea of the possibilities which may exist for the supply of control and measuring equipment. **CRE ext. 2290**

Panama

IMPORT DUTY INCREASED ON CIGARETTES: The Panamanian Government has announced in Cabinet Decree No. 26 of February 1 an increase in the duty on cigarettes (Panamanian tariff no. 122.02.00) from US$7.00 to US$15.00 per gross kilo. The increase is in force from April 10. **EDB ext. 474/476/7312**

Dominica

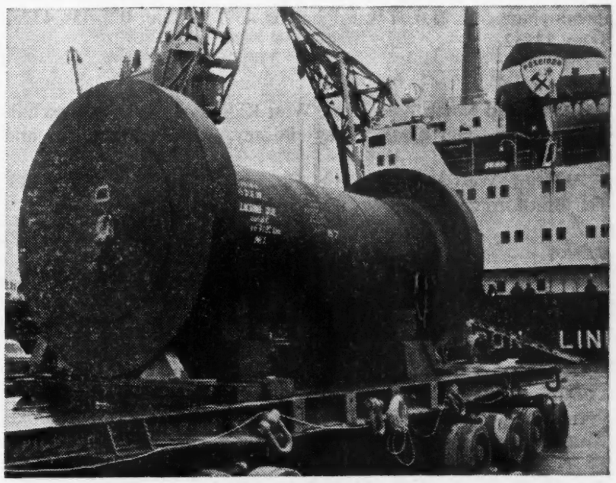
PACKAGE TAX: The Package Tax Ordinance has been amended. The tax on imported packages has been increased from 10 cents to 50 cents. **EDB ext. 474/476/7312**

Honduras

FOOTWEAR DUTIES INCREASED: Import duties on footwear have been increased as from March 23, 1972 as follows:

Tariff no.	Description	Unit	Lempiras per unit	*Ad val* c.i.f.
851-01-01	Slippers and other housewear shoes (leather)	KG	10.00	25%
851-02-02	Other footwear (leather)			
851-02-02-01	Footwear for men and boys, 4½ or larger	Pair	12.00	—
851-02-02-02	Girls' footwear, 11½ to 13½ and 1 to 1½; boys', 11½ to 13½ and 1 to 4	Pair	3.00	—
851-02-02-03	Women's footwear, 2 or larger	Pair	6.00	—
851-02-02-04	Children's footwear from size 0 to 11	Pair	1.00	—
851-03-02-09	Other footwear (textile or other material)	KG	16.00	10%
851-04-00-01	Rubber boots	KG	10.00	10%
851-04-00-09	Other rubber footwear	KG	10.00	10%
851-09-01	Plastic footwear	KG	16.00	40%
851-09-03-09	Footwear of any other material	KG	16.00	40%

EDB ext. 474/476/7312



One of the biggest forged steel main turbine shafts ever made by the British Steel Corporation's River Don Works at Sheffield was shipped from Queen's Dock, Cardiff to Dominion Engineering Works of Montreal by Alltransport Ltd. Destined for the new hydro-electric power station at Churchill Falls in Labrador, the turbine shaft weighed over 73 tons.

Addresses of ECGD Local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1970-71 was £3,225 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL. Tel. 606 6699, Telex 883601. The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 488 3491. (Code: 01-488 3491) Telex 886888.

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only).
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 407 5011. (Code: 01-407 5011) Telex 888575.

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford and Middlesex (part GLC area only).
D. A. Green, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 405 8991. (Code: 01-405 8991) Telex 2633615.

London (West End)
London postal district N.W. and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London, W1V 3PB. Tel. 01-437 2292. Telex 24105.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northamptonshire.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798 (Code: 0234 58798) Telex 82350.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast, BT1 2BE Tel: Belfast 31743/4 (Code: 0232 31743/4) Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Stafford.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham 51B 3DL Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
F. Wilmot, West Riding House, Cheapside, Bradford, BD1 4LG. Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall and the Channel Islands.
W. D. Begg, Washington House, Great George Street, Bristol, BS1 5QL. Tel. Bristol 22102. (Code: 0272 22102) Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff, CF1 1ES. Tel. 26657. (Code: 0222 26657) Telex 49284.

Crawley
Counties of Surrey (excluding area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green, Crawley, Sussex. Tel. 23444. (Code: 0293 23444) Telex 87374.

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh, EH2 4LN. Tel. Caledonian 3004. (Code: 031-225 3004) Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Krkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, G2 1BL. Tel. Central 3056. (Code: 041-221 3056) Telex 77130.

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W. A. Luxton, Headrow House, 42 The Headrow, Leeds, LS1 8HD. Tel: Leeds 30082. (Code: 0532 30082) Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool, L3 9HJ. Tel. Central 5756. (Code: 051-236 5756) Telex 62537.

Manchester
Parts of Lancashire and Cheshire and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, M2 4AJ. Tel. Centrla 8861. (Code: 061-236 8861) Telex 667756.

Newcastle upon Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osbourne Rofid, Newcastel upon Tyne, NE2 2BL. Tel. Newcastle 814214. (Code: 0632 814214) Telex 53305.

Nottingham
Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
A. E. Beedle, Equitable House, Old Market Square, Nottingham, NG1 2LE. Tel. 46585. (Code: 0602 46585) Telex 37566.

Reading
Counties of Berks, Bucks, Hants, Oxford and West Middlesex.
K. I. Humphrey, 18 The Forbury, Reading, RG1 3EJ. Tel. Reading 580577. (Code: 0734 580577) Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. K. A. Oxley, 8-12 Furnival Gate, Sheffield, S1 4QN. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States anp Canada.
J. A. Dorrian, DFM, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 420543.

Brazil

CHANGES IN THE RATE OF MANUFACTURED GOODS TAX (IPI): Decree 70162, published in the Brazilian *Diario Oficial* of February 21, amends the rate of manufactured goods tax on goods falling under the following BN headings:

07.04	09.01	11.06	15.07	15.12	15.15	16.01	17.01	22.07	22.09
24.02	25.01	27.10	27.11	27.17	35.05	38.08	39.07	40.15	43.02
49.07	57.01	57.02	57.03	57.04	67.01	73.36	77.04	81.01	81.02
81.03	81.04	82.13	84.04	84.23	84.24	84.40	87.01	87.02	87.06
91.09	91.10								

MINIMUM VALUE ON MERCAPTOBENZOTHIAZOL: Brazilian Customs policy Council Resolution No. 1248 imposes a minimum value for the calculation of the import duty on mercaptobenzothiazol (tariff heading 29.35.31.00) of US$ 710.00 per ton.

EDB ext. 474/476/7312

Peru

PROHIBITIONS: Directoral Resolutions unnumbered, 480-72-IC-DGI-DECI, and 580-72-IC-DGI-DECI of March 9, March 27, and April 3, respectively, add more goods to the Peruvian national register of manufactured products. As a result these products can no longer be imported unless local industry fails to meet local demands as regards quality and quantity. Part or all of the following tariff numbers are affected:

09.01	11.02	15.07	23.04	23.06	25.03	28.02	28.06	28.08	28.09	28.15
28.16	28.30	28.35	28.38	28.39	28.40	28.42	29.14	32.09	34.01	34.02
38.03	38.11	38.13	38.18	38.14	38.19	39.01	39.02	39.03	39.07	48.01
48.04	48.07	48.15	48.18	48.21	49.07	51.01	53.11	55.02	56.01	56.04
56.06	58.02	59.04	59.05	59.08	59.10	60.03	61.06	68.12	69.04	69.06
70.10	71.12	71.16	73.36	73.38	76.03	76.04	76.15	85.03	85.15	85.14
85.20	87.06	87.10	92.11	94.01	94.03	98.01	98.05			

EDB ext. 474/467/7312

Overseas publicity for UK trade fairs

British commercial representatives overseas are keen to publicise UK trade fairs and exhibitions, and welcome posters and brochures from fair organisers. But material must be sent well in advance—at least three clear months ahead of the event—and in sufficient quantity—two or three dozen copies for the representative in each area. A full list of addresses of commercial representatives is published as a quarterly supplement to *Trade and Industry*.

Trindad and Tobago

FOOD AND DRUGS ORDINANCE: Amendments have been made to the Food and Drugs Regulations. Amendments cover ice-cream, fats and oils, meat, jams and jellies, sweetening agents, and the labelling of food to be used in marketing tests. Loan copies of the regulations incorporating the amendments are available on request.

MILK TREATMENT: Copies of the official method of analysis or examination of ultra heat treated milk for colony count are available on request. **EDB ext. 474/476/7312**

IMPORT LICENSING ARRANGEMENTS: The List of Exceptions to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following items: 699-29.099 and 721-01.038, utility wiring boxes (including covers and other parts) of galvanized steel for domestic and commercial electrical wiring installations; 721-01.036, industrial switchgear and parts; 721-01.037, other switchgear and parts; 899-11, plastic cover plates for utility wiring boxes (including covers and other parts) of galvanized steel for domestic and commercial electrical wiring installations; and 899-13.04 and 899-13.09, domestic brushes and brooms. Licences are now required for all these items.

EDB ext. 474/476/7312

Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

General Notice

49 Temporary importations: international co-operation.

77E Purchase tax-exports.

77X Purchase tax—retail export schemes.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.

112A Charges for attendance given at private premises at the request of merchants.

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporary importation for process or repair.

207 Reimported goods: relief from Customs duty and purchase tax.

210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

275 Documentation of Exports for Statistical Purposes

290 Export of personal and household effects.

300 Export reliefs scheduling scheme.

300A Export reliefs scheduling scheme, supplementary particulars.

467 The New Customs Tariff and Overseas Trade Classification.

Exchange Control Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury—also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

77M British-made cars and motorcycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

218 The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.

219 The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.

430 Tables of rates of sugar surcharge, distribution payments and corresponding repayments.

430A Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN
Replies to Box Numbers should be addressed to Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN

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EXPORT SALES EXECUTIVE with 20 years Export Management and Sales experience in Textile seeks employment with export-minded Company or would manage export enquiries and shipping for Companies in any business. STRANGE, Glen Ridge, Camp Road, Gerrards Cross, Bucks. Tel. Gerrards Cross 84019.

Information on 'T & I' material

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877 ext 3038). The library compiles the quarterly index to *Trade and Industry*, last published on May 26.

Government Publications in London

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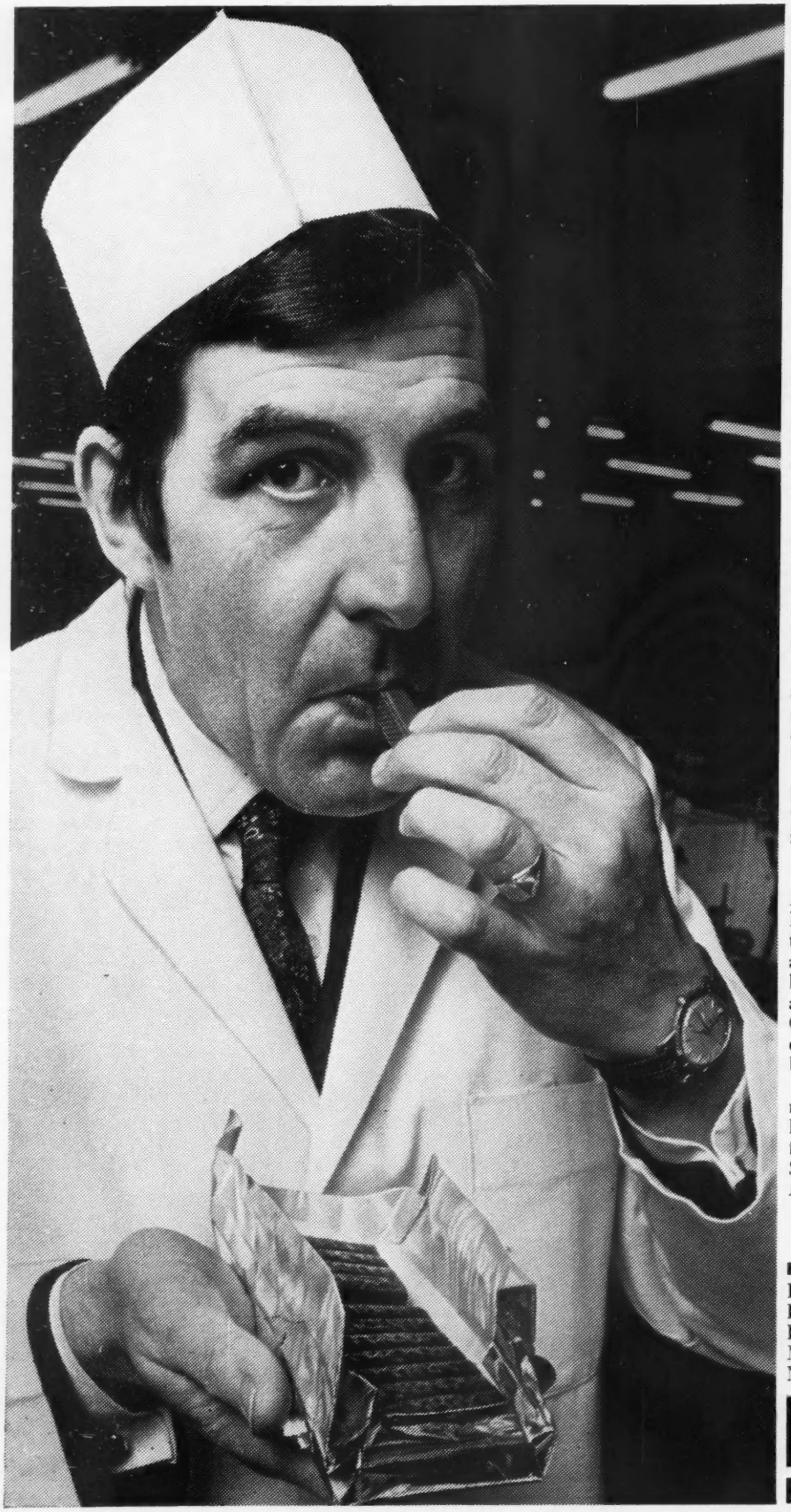

If the crunch comes, what protects the exporter?

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